



NOVEMBER, 1944

TECHNOLOGY DEPT.

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MANUFACTURING CONFECTIONER

PIONEER SPECIALIZED PUBLICATION FOR CONFECTIONERY MANUFACTURERS



They're Going Overboard For Victory—Are YOU?



**USE 8-POINT PLAN FOR
AN OVERBOARD DRIVE
IN THE 6th WAR LOAN!**

NOV. 20th TO DEC. 16th

Our fighting men still have a long way to go! But—your plan wide selling of the 6th can do much to shorten their embattle miles—lessen the price they so willingly pay for victory! Join the coast to coast parade of patriotic firms that are assuring a "overboard" showing in the 6th by following through on every point in the 8-Point Plan.

Perfect for your

XMAS CANDIES

IMITATION SPICE OIL FLAVORS

- ANISE ● CASSIA
- CLOVES ● GINGER
- CINNAMON ● CORIANDER
- NUTMEG

and many others

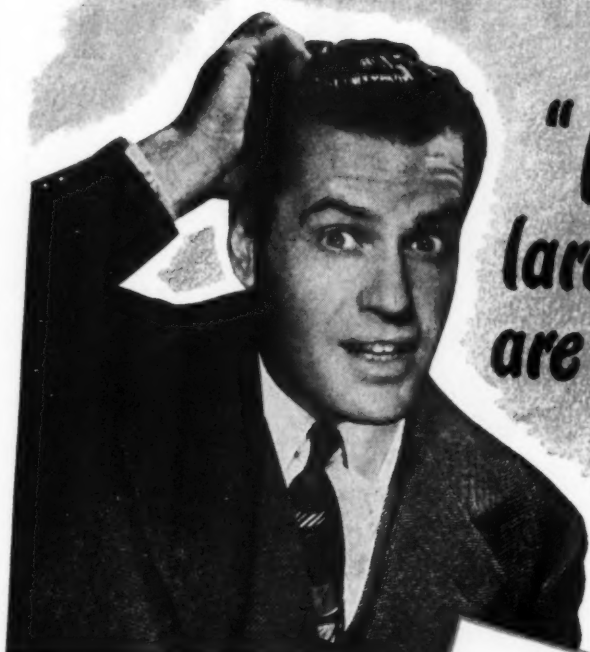
You can use Felton "Full Strength" Imitation Spice Oils wherever
spice flavor is desired. Exceptionally faithful replacements for
the natural spice oils, uninfluenced by shortages or restrictions!

★ WRITE FOR TESTING SAMPLES AND QUOTATIONS

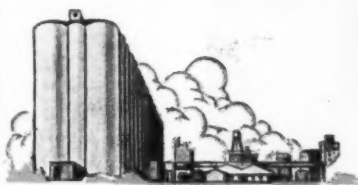
FELTON CHEMICAL Co. Inc.
599 JOHNSON AVE., B'KLYN., N. Y. • BRANCHES PRINCIPAL CITIES
Manufacturers of Flavors, Essential Oils, Aromatic Chemicals



There's a Felton Flavor
in every kind of candy
tested in the batch—
perfect for the purpose!



"If so many of the
larger users of Lecithin
are specifying **CENTROL**...
I'm going to look into it"



Control is Lecithin made by the Central Soya Company, one of the world's largest processors of soybeans—and for years one of the largest producers of bulk Lecithin. In keeping with the responsibility of such large production and wide use, Central Soya Lecithin is now being sold under its own name, **CENTROL**—a name that assures you of a Lecithin, laboratory-controlled from bean to finished product, by one organization.



It's not surprising that more and more large users of Lecithin, after making comparative tests, are switching to Control. Its uniformity and high quality are the result of strict laboratory controls, modern methods and equipment, plenty of know-how. Four standard types for every use in the bakery, confectionery, meat-packing and other industries: Control (regular Lecithin), Control II (regular, softer type), Control B (bleached), and Control B-2 (fluid, bleached).



Neutral in odor, light in color, bland in flavor, Control is made from freshly extracted soybean oil which has been subjected to a special deodorizing process. Only select-quality yellow soybeans are used, dehulled prior to extraction to insure freedom from undesirable waxes in the finished product. Control is available in 25, 50, 125, 225 and 500 pound drums from better suppliers everywhere.

FREE!

FOR COMPARATIVE TESTING. If you now use Lecithin, mail coupon, today, for FREE sample of Control. See for yourself why some of America's largest users of Lecithin are now specifying **CENTROL**.

CENTROL

LECITHIN

Laboratory-controlled from bean to finished product

A product of Central Soya Co., Inc., Ft. Wayne, Ind. • One of the world's largest soy processors...makers of Mel-K-Soy, Hi-Soy, Soy-Wip

for November, 1944



THE CENTRAL SOYA COMPANY
Products Division Dept. E-114
Ft. Wayne 2, Indiana

"Please send, without obligation, sample of Control Lecithin.

Name of Company _____

Address _____

City _____ State _____

Your name _____

Average yearly Lecithin consumption _____ lbs.

STRAWBERRY

**MATCHLESS FLAVOR
PROVEN ECONOMY**



*F*EW flavors in their natural state have more tempting appeal—and therefore, more right to faithful reproduction for commercial use—than that of luscious, sun-ripened strawberries. Nor is there any flavor more difficult of precise duplication. . . . The fidelity and economy with which our strawberry specialties produce the characteristic effect, flavor

and aroma of this delicious berry, lead us to commend particularly the following flavors for use in cream centers, hard candies, cordials, starch gums and jellies, etc.

FRITZBRO HARD CANDY FLAVOR IMITATION STRAWBERRY
FRITZBRO AROME STRAWBERRY IMITATION
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OIL SOLUBLE STRAWBERRY IMITATION NO. 12008
 . . . and OTHERS

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THE MANUFACTURING CONFECTIONER

"READ WHEREVER CANDY IS MADE"

Pioneer Specialized Publication for Confectionery Manufacturers

PLANT MANAGEMENT. PRODUCTION METHODS. MATERIALS. EQUIPMENT. PURCHASING. SALES. MERCHANDISING

Vol. XXIV, No. 11

NOVEMBER, 1944

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Telephone Circle 6-6456



SURE . . .

**We Know Butter is Scarce, and Good Rum is Hard to Get
but you don't have to pull a "Captain Kidd" if you need a Rum and Butter Flavor!**

Do what many of the leading Candy Makers do:

Use J. B. LONG'S

Imitation Rum and Butter Flavor No. 1618

**It is ideal for cream centers, and the hard candy pieces are
the best you ever tasted!**

IMITATION RUM AND BUTTER FLAVOR No. 1618 is the product of years of experience, by a house that has devoted a major portion of its research to the problems of the Candy Industry.

There is only one real way to find out for yourself. Try it and be convinced. No obligation on

your part. Tear out the coupon *right now*, and attach it to your letterhead. Mark on it the size sample you need, and we'll get it right off to you. (We will send you, also, a sample of the companion flavor. IMITATION RUM TOFFEE FLAVOR No. 642, if you wish.

JAMES B. LONG & CO.

818 N. Franklin St.

Chicago, Ill.

**JAMES B. LONG & CO.
818 N. Franklin St.
Chicago 10, Illinois**

We are willing to try your IMIT.
RUM & BUTTER FLAVOR No. 1618.
We need oz. to make a thorough
test. ☐ Send Rum Toffee, too.



Name Position
Company
Address
City State Zone



... it must be GOOD!

Burnt Almond Flavor MM&R

Take a lead from the nation's foremost feminine style creators and look to the old for new flavor inspiration.

Burnt Almond Flavor MM&R is an old-fashioned flavor with a modern taste appeal. Spice it with a little production ingenuity and there you have it . . . a distinctive, delectable and different flavor.

If you're singing the Flavor Shortage Blues, (and who isn't) here's the answer. Testing sample on request.

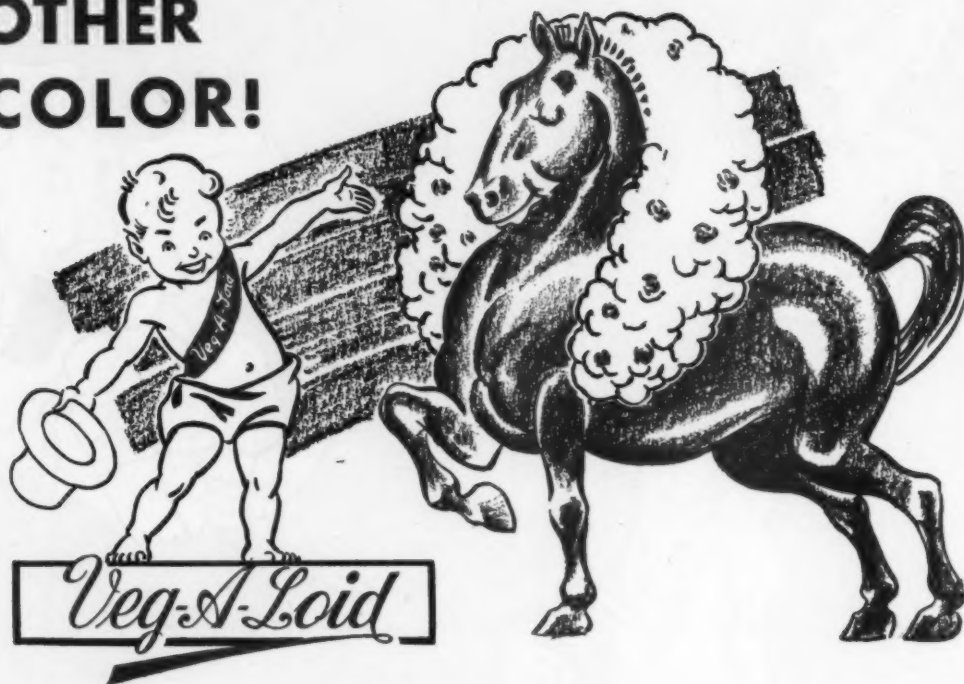


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SAN FRANCISCO: BRAUN-KNECHT-HEIMANN-CO. • LOS ANGELES: BRAUN CORP. • SEATTLE, PORTLAND, SPOKANE: VAN WATERS & ROGERS, INC.
CANADA: RICHARDSON AGENCIES, LTD., TORONTO

A HORSE OF ANOTHER COLOR!



Faced with material shortages, manufacturers frequently have to "do without." But when it comes to the production of quality jellies and gums that's a horse of another color—thanks to *Veg-A-Loid*!

Successor to war scarce materials, this pure vegetable colloid has emerged as a permanent and superior ingredient in the manufacture of:

CAST JELLIES • JELLIES WITH FRUIT • GUM WORK • PAN WORK • SLAB WORK • SLICES • CRYSTALLIZED & CHOCOLATE DIPPED JELLIES

Applauded by leading manufacturers for its flexibility in production—the enhanced taste and quality it imparts—*Veg-A-Loid* has become a vital factor in recipe improvement and manufacturing economy.

Investigate *Veg-A-Loid*—discover for yourself why this quality colloid has grown from a war-time to an all-time candy ingredient. Write for a trial batch. Ask for Recipe M and consult our Service Department—always at your service.

UNUSUAL PRODUCTION FEATURES

1. No jamming or setting in depositors.
2. Excessive amounts of acid can be added without including syneresis and setting can be controlled.
3. *Veg-A-Loid* jellies can carry 5% more water without any bleeding or sweating.
4. Ratio of sugar and glucose can be varied to extremes.
5. Simple to handle, to cook; unbelievably fast drying.
6. Requires no hot rooms, no soaking; produces no foam; cannot scorch.
7. A real time and labor saver.

T. H. Angermeier & Co.

MANUFACTURING SPECIALISTS TO THE FOOD INDUSTRY

245 Seventh Avenue, New York, N. Y.



Republic

ENDURO STAINLESS STEEL

Makes Equipment
as Easy to Clean
as Glass

One of the features of Republic ENDURO Stainless Steel most important to confectionery manufacturers is its ease of cleaning.

The surface of this lustrous metal is as hard and as smooth as glass. In most cases flushing with water followed by wiping with a cloth will restore ENDURO equipment to its original cleanliness. If sticky, gummy or hardened substances must be removed, standard cleaning compounds may be used without harm to the surface—because it's solid stainless steel all the way through. The surface doesn't wear off.

Republic ENDURO has other qualities which recommend it for confectionery-making equipment. It will not affect color, flavor or purity of the most delicate confections. There are no pores in

the surface to carry substances from one batch to another and thus cause contamination.

Equipment made of ENDURO is tough and strong. It resists rough use and abuse. It will not rust or corrode. It retains its original lustre indefinitely. It cuts down maintenance expense and holds time-out for repairs to practically zero. It lasts years longer than equipment made of less resistant materials—and thus saves money.

Right now is the time to look over your plant to determine where ENDURO can save you time and money. The next step is to insist that your equipment manufacturer use this versatile metal. If you'd like further information, write us.

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GENERAL OFFICES • CLEVELAND 1, OHIO
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ENDURO STAINLESS STEEL

Keep It • Hot Off

Other Republic Products include Carbon and Alloy Steel

SOLID

Chocolate
MOLDS

Announcement

AN OLD COMPANY TAKES A NEW NAME
Eppelsheimer & Co. will henceforth be known as
WARREN BROS. CORP.

"For Years the Leading"

Molds"

EPPELSHEIMER & CO.

Sales Office 34-44 Hubert St., New York, N. Y. Factory Cranford, N. J.



A MAJOR CANDY MARKET for YOU!

HERE'S a prosperous area comprising practically all of Kentucky, the Southern half of Indiana, Eastern half of Tennessee and contiguous territory in Virginia.

We can DELIVER it to you.

Pickrell & Craig personnel can place your lines with the proper wholesale connections in this rich area—follow through in securing dealer co-operation in its thousands of retail outlets, and build volume distribution for you *quicker and at less cost than can be achieved through direct approach.*

We start with a big advantage developed through 40 years of friendly association and helpful cooperation with its wholesale and dealer personnel. Our service includes every facility for originating and executing complete advertising and selling campaigns with effective point-of-sale helps—or we follow through with your own program, as desired.



Main Office and Warehouse, Louisville, Ky.
Centrally located. Capacity 400 earloads.
Streamlined facilities. Unexcelled track-
age facilities. Lowest insurance rates.

**WRITE TODAY FOR PARTICULARS TO FIT INTO YOUR POSTWAR PLANS.
BE READY TO GO IN THIS AREA WHEN THE "STARTING GATE IS SPRUNG!"**

PICKRELL & CRAIG CO.

Established 1902—Incorporated 1910

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President
LAWRENCE K. TULEY
Vice President

LOUISVILLE
Gateway to the South

MIDDLESBORO

SAMUEL McDONALD
Treasurer
HARRY E. GATZ
Secretary

LEXINGTON
Heart of the Bluegrass



Flavor Expert

Young in years . . . yet the weight of his opinion is inestimably important to the success of any confection sold in the U. S. A. These millions of American youngsters rate as the nation's No. 1 flavor experts.

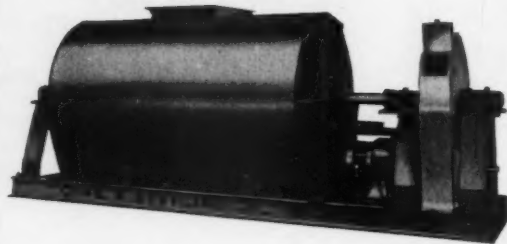
For years, Florasynth clients have used our NON-ALCOHOLIC flavoring in their best lines, and today these NON-ALCOHOLIC properties make them doubly valuable . . . doubly important.

CONCENTRATED IMITATION CANDY FLAVORS (NON-ALCOHOLIC)

A variety of 32 DELICIOUS FLAVORS especially designed to resist high temperatures in the manufacture of hard candy.



Stehling's New Chocolate Mixers



Stehling now offers 2 improved machines with 13,000 lb. capacity and increased speed.

10 H.P. Chocolate Coating Mixer

25 H.P. Paste Mixer

SPEED

It replaces mixing kettles of only 2,000 lbs. capacity with a single unit of 13,000 lbs. capacity.

WHAT IT DOES

The Stehling Mixer works out the coating. It reduces the viscosity of the materials; and it stabilizes this viscosity with great speed. The SPEED of the mixing action saves hours of time—lowers costs.

Storage Capacity

The Stehling Mixer provides steam-jacketed storage facilities, keeping the coating in liquid state until ready to be used.

WRITE FOR FULL DETAILS

Factory Representative

MR. R. S. HISLOP

1517 GRANGE AVE.

RACINE, WIS.

CHAS. H. STEHLING CO.

1303 N. 4th St.

Milwaukee, Wis.



The Orange Oil With Freshest Flavor And Truest Aroma!

Orange Oil is *our* business, and EXCHANGE Brand is your assurance of matchless *flavor, freshness,* and *uniformity* — your benefit of over 20 years of our experience in satisfying the requirements of American users.

Ask our Jobbers for Samples

DODGE & OLCOTT COMPANY

180 Varick Street, New York, N. Y.

FRITZSCHE BROTHERS, INC.

76 Ninth Avenue, New York, N. Y.

Distributors for: CALIFORNIA FRUIT GROWERS
EXCHANGE PRODUCTS DEPT., ONTARIO, CALIF.

Producing Plant:

Exchange Orange Products Co., Ontario, California

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Exchange
OIL OF
ORANGE
U. S. P.

Experience...

*another reason why they
"stay with Staley's"*



Soy Flour for the Candy Industry



Staley's is the only firm in America with a 22-year background of experience in the manufacture of soy bean products for the food trades. It is not surprising that leading candy makers from coast to coast are using Staley's Industrial Soy Flour and *staying with it*.

Here are just six of the advantages enjoyed by users of Staley's Soy Flour in the candy industry:

1. High nutritional values.
2. Bland flavor.
3. Light, attractive color.
4. Good emulsifying qualities.
5. Fine, even granulation.
6. Lower material cost.

The coupon will bring you free a wealth of material, prepared specifically for the needs of your own industry, based on many years of experience in the processing, refining and industrial application of soy bean products. We feel certain you will find it interesting and valuable.

**A. E. STALEY
MFG. CO.**

Industrial Sales Division, Decatur, Ill.

STALEY'S SOY FLOUR - STALEY'S SOY FLOUR - STALEY'S SOY FLOUR

STALEY'S SOY GITS

Industrial Sales Division, Dept. D
A. E. Staley Mfg. Co., Decatur, Ill.
Please send me your special Candy Formulary, with
full data on uses of soy flour in candy making.

NAME.....
FIRM.....
ADDRESS.....
CITY..... STATE.....



Science Adds the Magic of COLOR AND FLAVOR

If oranges were gray and tasteless . . . or cherries had no color or tang . . . fruit would lose appetite appeal—tremendously! It's the same with foods and drinks. Color and flavor *awaken* appetite!

Here at the House of H. Kohnstamm, where Certified Pure Food Colors were *first* created, Science adds the magic touch of *color* and *flavor* for your products . . . giving them life, sparkle—greater eye appeal—appetite appeal—sales appeal!

What are your food color and flavor requirements? We invite you to tell us—and we promise you the assistance that 94 years of experience has given us.



H. KOHNSTAMM

ESTABLISHED
1851

& COMPANY, INC.

- 89 PARK PLACE, NEW YORK-7
- 11-13 E. ILLINOIS ST., CHICAGO-11
- 4735 DISTRICT BLVD., LOS ANGELES-11

First Producers of Certified Colors



ATLANTA • BALTIMORE • BOSTON • BUFFALO • CINCINNATI • CLEVELAND • DALLAS • DETROIT • HOUSTON • INDIANAPOLIS
KANSAS CITY, MO. • MINNEAPOLIS • NEW ORLEANS • OMAHA • PHILADELPHIA • PITTSBURGH • ST. LOUIS • SAN FRANCISCO

PICKED FOR VICTORY



Uncle Sam picked apple pectin as a product important in our program of Food For Freedom. Government requirements come first with us. The balance of our production is being divided among our customers and we are making it stretch as far as possible. It is simply a case of doing our best in a tough situation. Thank you for understanding that—until Victory—the boys come first!

NUTRL-JEL

POWDERED PECTIN
FOR MAKING JAMS
JELLIES - PRESERVES

CONFECTO-JEL

A POWDERED PECTIN PRODUCT
FOR MAKING BETTER
JELLIED CANDIES

APPLE VINEGAR

& OTHER APPLE PRODUCTS

PLANTS IN APPLE REGIONS FROM THE ATLANTIC TO THE PACIFIC

SPEAS COMPANY

General Offices

Kansas City, Missouri

T
R
A
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I
N
S

Yes! we ARE open for NEW Business!

Q
U
A
L
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T
Y

A year or so ago we were obliged to turn down new accounts, but we kept in mind the hope that we could take care of them later. We are now soliciting a limited amount of new business. What's more—and this is of *first importance to you*—we will take on only accounts which we are sure we can continue to service. When you come with us, you can rest assured your dried or frozen egg problems are solved.

To those who have dealt with us for years, TRANIN EGG PRODUCTS and SERVICE need no introduction; to those of you who answer this invitation to use our dried or frozen eggs now, TRANIN EGG PRODUCTS COMPANY extends its guarantees of superior service and satisfaction.



Our location in the very heart of leading egg producing states, our most exacting standards of production and quality, our more than twenty years of experience—call it "know-how" if you will, have won for us an enviable reputation throughout the industry.

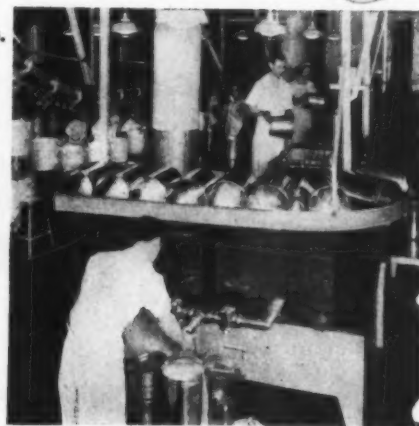
TRANIN EGG PRODUCTS CO.
217 OAK ST., KANSAS CITY, MO.



Close-up of Breaking Operation
Tranin Egg Products Co., Kansas City, Mo.



Close-up of Churn Room
Tranin Egg Products Co., Kansas City, Mo.





MEXICAN CITIES PAID TRIBUTE AND TAXES IN **CHOCOLATE** AND GOLD DUST, WHICH WERE EQUAL IN VALUE ...

12 POUNDS CACAO BEANS
 ½ POUND ANISE SEED
 4 HANDFULS MECAXO-
 CHITLE FLOWERS
 ½ POUND SWEET ALMOND
 4 POUNDS SUGAR
 1 POUND CINNAMON
 HANDFUL "VAYNILLA"
 3 POUNDS MAIZE
 ½ OUNCE ACHIOTE

WHEN **CHOCOLATE** WAS USED AS A MEDICINE, THIS REMARKABLE CONCOCTION WAS SUPPOSED TO CURE "THE HYPOCHONDRIACAL MELANCHOLY",



AZTEC WOMEN WERE SO FOND OF **CHOCOLATE** THAT THEY INSISTED ON THEIR MAIDS BRINGING IT TO THEM EVEN IN CHURCH. EXCOMMUNICATED BY THE BISHOP, THEY POISONED HIM IN REVENGE...

"BACHMAN KNOWS CHOCOLATE" from 40 years experience in selecting, blending and refining chocolate for leading makers of candies, fountain syrups, icings, desserts and other fine foods. If you have chocolate problems, bring them to Bachman...because

BACHMAN *Knows* **CHOCOLATE**

BACHMAN CHOCOLATE MFG. CO., MOUNT JOY, PA.

Citrus Oil Emulsions

Flavor emulsions are not new but they are today more economical.

The Citrus Oils—lemon, orange, and lime—are the essential oils used for the purpose of flavoring a large number of foods, including candy, with these particular flavors.

In candy making, many large manufacturers use the oils straight, without dilution. This procedure works well where large batches are made and under strict supervision. With small batches, the amount of oil necessary is very small and needs very careful measurement if uniform results are to be obtained. For this reason, Extracts are used, so that the amount to be measured out for each batch is 20 times as great in volume.

Keeping qualities of extracts and emulsions.

Now there is another very good reason why it is disadvantageous to use the oil itself as the flavoring material. The oils of lemon, orange, and lime are very sensitive to the action of light and air, developing on exposure thereto, a so-called terpeney flavor which is very objectionable. A partly empty container of citrus oil contains enough air to bring about this change slowly, and this action is hastened if light also has access to the oil. In a small factory, this condition often occurs unless special steps are taken to prevent it. It is human to be careless in such apparently small matters, especially if the operators do not realize the harm which may be done.

Citrus Extracts are excellent flavors, and are not subject to the action of air and light but Citrus oils are only slightly soluble in alcohol so that it needs a lot of alcohol to dissolve a little oil.

Extracts and Emulsions economical.

U.S.P. Lemon and Orange Extracts contain only 5% oil dissolved in at least 80% alcohol. When alcohol was comparatively cheap, the extracts were ideal flavoring materials, both from the point of view of quality and economy. But, with the high tax on alcohol, they are expensive. Flavoring emulsions on the other hand, are not new, but they are today much more economical. No alcohol



D. R. PINNOCK
A.C.G.I. (London) Fellow American
Institute of Chemists

is needed in their manufacture and concentrations up to 45% oil are possible.

Nature of an emulsion.

The most familiar example of an emulsion is milk. This consists of very finely divided particles of butter fat surrounded by a weak water solution of casein to form tiny globules. In making Citrus oil emulsions the Citrus oil takes the place of butter fat, the casein is replaced with a vegetable gum and the volume of water is cut down so as to form a substance more resembling cream than milk. This renders the emulsion more stable, for as you know, a thin emulsion like milk separates quite soon, the cream coming to the top and the skim milk settling to the bottom.

Wood & Selick Flavor Emulsions.

Wood & Selick make Citrus oil emulsions in three concentrations:

Hudson Brand, containing 10% oil with a flavoring strength twice as strong as U.S.P. Extract.

Peerless Brand, containing 35% oil with a flavoring strength 7 times as strong as U.S.P. Extract.

Favorite Brand, containing 45% oil with a flavoring strength 9 times as strong as U.S.P. Extract.

As to the economy of using these emulsions, let us suppose you use 4 ounces of Lemon Extract to flavor a 100 lb. batch, or one gallon of Lemon Extract to 32 batches. You would require 2 ounces of Hudson Lemon Emulsion to flavor a 100 lb. batch or one gallon for 64 batches.

One gallon of Lemon Extract costs twice as much as one gallon of Hudson Lemon Emulsion. Therefore, the cost of flavoring a batch with Hudson Lemon Emulsion is only one quarter as much as when you use Lemon Extract.

The quality of the flavor is the same. The cost is only 25%.

By D. R. Pinnock

(Note: Mr. Pinnock, Research Chemist, will gladly answer confectioners' technical questions about these products.)



WOOD & SELICK, Inc.

473 W. Erie St.
Chicago 18, Ill.

36 Hudson Street
New York 13, N. Y.

Ferris-Noeth-Stern Co.
Div. Wood & Selick, Inc.
714 E. Pratt St., Baltimore 2



GREATER SALES APPEAL
through more appetizing appearance

LONGER SHELF LIFE
through better stabilization of all components

MORE PALATABLE TASTE
through perfect homogenization

can be given to

The Nation's Energy Food...

RECONSTRUCTIONS

CHOCOLATE

CARAMEL

SYRUPS

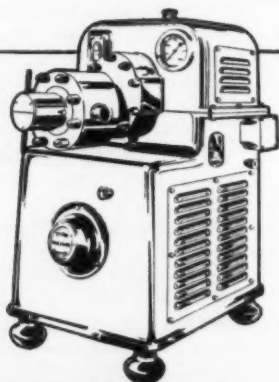
FUDGE

NUT CENTERS, etc.

If you process all ingredients through

The **FLOW-MASTER**
U.S. PATENT OFFICE
KOM-BI-NATOR

... the machine that is saving money and changing candy-making methods.
It can be used for either master batches, cold batches, hot batches.
It has no temperature limitations and it processes and transfers products in one operation.
It homogenizes, emulsifies, disperses, texturizes, bleaches, grinds or reconstructs.
It occupies a space approximately 36-inches square and its first cost, operating cost and upkeep will amaze you. Better get your order in now.



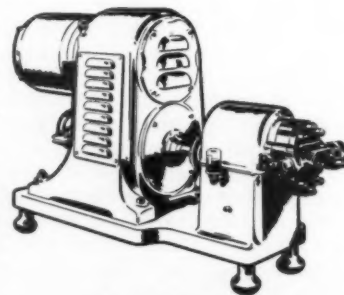
FLOW-MASTER KOM-BI-NATOR

**If you need a pump,
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FLOW-MASTER

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c/o The Manufacturing Confectioner

303 West 42nd Street

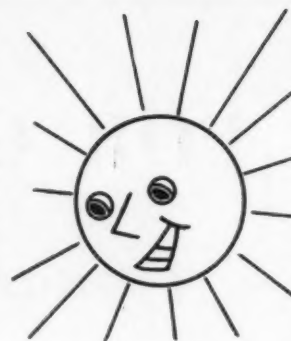
New York 18, N. Y.

"The Candy Maker's 'Red Flannels' ---and the Wind and the Sun"



"One late spring day when it seemed as if winter might come back, because the air was chilly for that time of the year, a Candy Maker working over his hot kettles decided that it might be safer to keep his "red flannels" on for a few days more.

"But the day grew warmer and the fidgeting candy maker began to argue with himself. The Wind and the Sun overheard him and made a bet as to which of them could get the Candy Maker to remove the itchy garment sooner."



"The Wind waited until the Candy Maker stepped outside and then proceeded to lash itself into a terrific gale. It got colder by the minute, but the harder the Wind blew and the colder it got, the more the Candy Maker was determined to have the "little woman" make some last minute repairs and to keep the "reds" on!

"But when the sun's turn came, it just beamed down upon the Candy Maker with a friendly warmth and the Candy Maker, on the verge of a heat stroke, dashed home and changed to lighter clothes."

**With apologies to Aesop and his Fables.*

In the modernized version of Aesop's famous Fable above, a good performance was given by both the Wind and the Sun. But when it came to doing a job right, the right performance with the right equipment produced the desired results.

In candy making, the right belt for the right job is the answer to a candy maker's belting troubles. Burrell Belts are designed to give you greater performance, longer wear, and bigger production. There's a BURRELL belt for every job, designed as a result of years of belting experience and solving the most difficult belting problems.

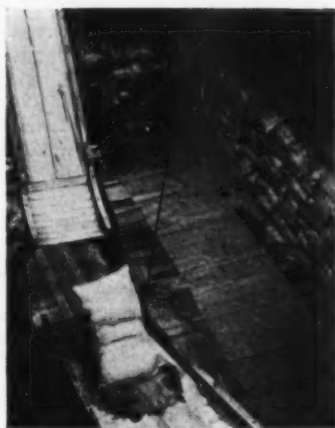
Let BURRELL belting "know-how" and the . . . Ten BURRELL Stars help you

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SUGAR: Is It A



Showing bags of sugar being sent down the chute into the hold of a ship.

Food or Poison?

By LEONARD WICKENDEN
Consulting Chemist

"HOW much sugar do you need? None!" This statement, made in a pamphlet issued jointly in April 1942 by the OPA and the Department of Agriculture, is, perhaps, destined to be included among the famous sayings of World War II. It set in motion a snowball of anti-sugar propaganda which has just kept rolling along, growing and growing, until it has reached the proportions of an avalanche which threatens to sweep from our diet candy, soft drinks, jams, jellies, ice-cream, pies and other popular American foods.

The pamphlet was followed by an article in a national weekly in which no less a person than the Secretary of Agriculture himself told us that "eating less sugar will not only slim our waistlines but improve health generally." One of the big-circulation women's magazines has assured its readers that sugar will never be missed, while another has published an editorial saying: "Less sugar means better teeth for children, better complexions for the teen age, better health and figures for adults."

One of New York's (and America's) leading newspapers tells us that refined sugar "furnishes little nourishment and few calories," which is certainly news though opinions might differ as to whether it was fit to print. "Life" recently joined the parade with the information that "Americans usually eat about three times as much sugar as demanded by good diet," and Dr. Masters, in the Scripps-Howard newspapers, feeling apparently that he had to go one better, throws butter out of the window with sugar:

"Sugar and fat-rationing," he exclaims fervently, "have been the answer to a nutritionist's prayer."

It might be an idea for Washington to arrange a world tour for Dr. Masters, which must certainly take in Norway and Greece and India, so that he may explain to the starving people of the world how happy and healthy and vigorous they really are.

The fever has spread to circles of higher learning and scientists of standing cheerfully join in the sport of lam-

basting sugar. The American Medical Association, as reported in the press of November 8th, 1942, suggests that the sale of candy and soft drinks in the neighborhood of schools should be prohibited and that action should be taken "as has been done with alcoholic drinks" to control the advertising of such products. Dr. Norman Jolliffe has prepared a set of rules for obtaining a daily diet that would meet the dietary allowances of the Food and Nutrition Board. Rule 1 reads:

Anti-Sugar Fever Spreading

"Eliminate from the diet most of the vitamin-free or vitamin-poor foods such as candy, a large amount of the sugar (retaining only the amount essential to make the food palatable), jams, jellies, highly milled grain products, products that are not enriched, sweetened carbonated beverages, and alcohol."

Dr. Herman Becks of the University of California states that "Only one percent of the population can consume their normal sugar desires without serious harm." To which some of us, after contemplating Dr. Jolliffe's plan for a drab new world, might retort: "What of it? Let me die!"

What was it that provided the big push which set the snowball rolling? Curiously enough, it had nothing to do with nutrition, nothing to do with health. It had to do with shipping.

Back in 1942, the U-boats were sinking many ships. About two-thirds of our sugar comes to us from overseas. The ships required for bringing it were scarce and it looked as though they were going to be scarcer. That meant it was going to be difficult—perhaps impossible—for the American civilian to get as much sugar as he wanted.

Two Choices Offered

Two courses were open to the authorities in Washington. They could have told us bluntly that because we were in war we would have to get along with less sugar; or they could have set about persuading us to eat less sugar of our own choice. They preferred the latter. They



Bags of sugar piled in the hold of a ship for shipment to the United States.

issued the famous "How-much-sugar-do-we-need?" bulletin and the snow-ball began to roll.

There was, of course, a joker in that bulletin—a very obvious one to those who gave themselves time to recover from the surprise of its opening statement. The joker is that the statement applies to any item of food that you can think of. How much beef do we need? How much pork or chicken or fish or cheese or spinach or potatoes or corn or eggs? None! Men have lived and are living today on a diet lacking any one of these foods, which is proof enough that not one of them is "needed". But of all the items we have listed how many appear on the table at every meal in every average American household? One only—sugar. We may not "need" sugar, but there is no doubt at all that we want it.

Had there been a mass of evidence, carefully accumulated over the years, that sugar is harmful to the human

organism, the magnitude of the chorus of condemnation would still have been surprising. The really astonishing thing is that there is no evidence, which could be considered acceptable and conclusive by an unbiased and scientific mind, to show that sugar, any more than any other carbohydrate, has ever caused tooth-decay, over-weight, diabetes, or disease or disability of any kind.

Cause of Tooth-Decay Unknown

The truth about tooth-decay is that nobody knows what causes it. If you gathered together any ten experts the chances are you would find ten different opinions. There might be a majority who believed that deficiencies in the diet are at least a contributing cause—lack of sufficient vitamins or minerals, perhaps. Recently, there has been some rather convincing evidence to show that the presence of fluorides in the diet has much to do with healthy teeth.

Heredity apparently enters into the picture, as shown by the fact that tooth-decay is less prevalent among Negroes than among whites. And among your ten experts you would probably find some who still believed that particles of food clinging to the teeth were at least partly responsible, but it would be surprising if you found one who believed that sugar was to be blamed above all other foods. Because sugar is so soluble, it is quickly washed from the teeth by the saliva, so that the chance of its remaining in contact with them long enough to ferment is remote indeed.

British medical men are given, at times, to expressing themselves strongly, and as long ago as 1922 Sir James Crichton-Browne, the eminent physician, referring to the claim that candy causes dental decay, exclaimed: "Even a smattering of dietetics would enable you to answer a fool according to his folly when he propounds such rubbish." (Mr. Wickenden continues this article in the December issue.)

Sugar Refiners Fall Weeks Behind On Their Orders as Imports Decline; Little Relief Expected Next Year

Domestic cane sugar refiners, struggling to reduce a heavy backlog of Government and civilian orders with a limited labor supply, are running into new difficulties because of declining imports of raw sugar.

While this stringency may prove temporary, it has caused a slackening in output at refineries along the Atlantic seaboard; some plants have not had sufficient raw sugar on hand to maintain full operations every week. With arrivals smaller than the weekly meltings, refiners' raw stocks at Atlantic ports have shrunk from about 200,000 tons on September 1 to a little more than 100,000 tons. Raw and refined stocks in the U. S. were reported on September 30 to be 454,653 tons, compared with 860,944 tons on the same date last year.

The decline in imports is attributed partly to disruption of shipping schedules by the recent hurricane, and transfer of some sugar ships to other uses. Consequently, some refiners are as much as eight weeks behind on orders. One of them commented, however, that should shipping space become more plentiful, the backlog of orders for refined sugar could be materially reduced within a month.

In the civilian market, stocks are small and jobbers continue to press their orders in an effort to maintain an even supply in

stores. Industrial users generally are being supplied on a priority basis, the baker and cereal manufacturer taking precedence over the soft drink maker and confectioner. The trade reports that several candy companies in New York State alone have had to close at the peak of orders for the holiday season.

Difficulties in maintaining adequate distribution are intensified by the fact that some rations have been liberalized, increasing requirements substantially above allotments established at the beginning of the year.

Based on the rate of distribution for the first nine months of this year, U. S. 1944 consumption will be 7,120,000 short tons, or 591,000 tons more than the War Food Administration estimated as necessary when it established allotments last February. The W.F.A. reports nine months' distribution at 5,604,594 tons, or 458,000 more than at the three-quarters mark in 1943.

While there is still a stock of some two million tons of raw sugar in Cuba, the trade generally anticipates a tight supply situation in 1945 because of the prospective smaller Cuban crop next year, a short domestic beet crop for the second consecutive season, and the probability of heavy demands from the United Nations Relief and Rehabilitation Administration.—*The Wall Street Journal*, October 2, 1944.

Fermentation and Graining Controlled

By WILFRED A. MOSEHAUER

Loft Candy Corporation

In this article, Mr. Moschauer gives solutions to two problems confronting a confectionery manufacturer. The control of fermentation in chocolate-covered cordial cherries and one means of eliminating grainy hard candy due to faulty mechanical equipment are specific examples of how a candy chemist can be of assistance to the plant superintendent. This is the second of two articles, the first, of which appeared in the October issue of *The Manufacturing Confectioner*.

THE amount of confectionery that is damaged each year through fermentation is, of course, an indeterminate number of pounds. Not all bursting chocolate covered cordials are due to fermentation. Centers, which have not been properly conditioned before being covered, will crack the best chocolate coating. And thin, poorly coated centers will crack due to the physical strain on the thin, weak spots in the chocolate coating. Consequently, bottoms which are too thin, will often give way.

Controlling fermentation in cordial fruits is an important problem, which the confectionery chemist can solve. The first step in the right direction, is to prepare a suitable fondant for cordial fruits. In preparing the fondant for cordial cherries, it must be remembered that a very smooth fondant is not too advantageous. Experience has shown that the more coarse and irregular sugar crystals will liquefy much faster than the very fine sugar crystals. The average particle size should be about 20 to 30 microns. This gives a fondant that is fairly smooth to the palate and at the same time allows for fast and more complete liquefaction. The fact that the larger crystal will liquefy much faster and more completely, is probably due to its size and shape, which controls the friction and size of the spaces between particles. The larger particles have larger spaces between them and therefore allow more of the syrup phase to penetrate and liquefy the sugar.

Maintain Constant pH Control

The second step is to maintain a uniform and constant control over the pH of the syrup phase. This control is very important because the pH of the syrup phase can either aid or delay the inversion of the sugar.

The third step, is to have centers with a syrup phase

of not less than 72% soluble solids. Centers having a syrup phase of less than 72% soluble solids are liable to fermentation. However, fermentation can be mitigated when the sugar concentration of the syrup phase exceeds 75%. And at 79% soluble solids, fermentation becomes almost impossible, providing all other conditions are ideal. It is possible to have slight fermentation at 75% soluble solids, but this fermentation is arrested as the sugar concentration gradually increases in the syrup phase due to the progressive inversion that takes place.

Sometime ago we experimented with various densities in experimental cordial cherries and found that fermentation will take place in products having a syrup phase as high as 71.45% soluble solids. In unbroken cordial cherries of 75.68% soluble solids, we observed signs of slight fermentation, which had been arrested at a point where the density of the syrup phase increased sufficiently. For more complete inversion try inverting the boxes of finished chocolate covered cordial cherries during the inversion period. This allows the unliquefied portion to flow downward and to mix with the liquefied portion, which contains the sugar inverting enzyme.

The fourth step to be taken, is to test the internal syrup of the cherries before using them. This syrup should be sufficiently high in density to avoid dilution of the syrup phase in the surrounding fondant. It is important for the chemist to check the syrup density of the cherries as they are prepared or if bought, as they are received. The density of the syrup in which the cherries are received can and often does vary a great deal. It is obvious that a variety of densities and amounts of this syrup which can be absorbed and carried along by the cherries, will dilute the syrup phase of the fondant to varied degrees. This condition is cause for more headaches due to the fact that when the density of the syrup phase of

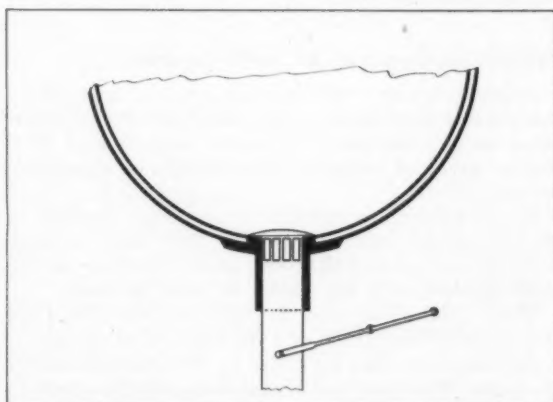


Fig. 1

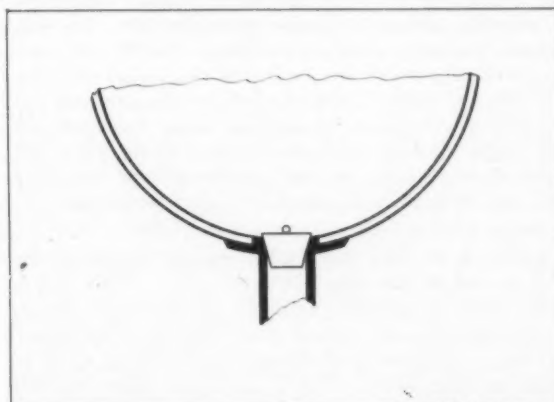


Fig. 2

the fondant is of borderline concentration, fermentation will take place in some of the cordial cherries but not in others. The cordial cherries carrying along large amounts of low density syrup will ferment while the cordial cherries which have been thoroughly drained of this syrup will not ferment.

A Grainy Candy Problem

Considerable interest has been evinced from time to time by those in the candy business concerning the age-old problem of grainy candy. During a study of grainy hard candy, for a hard candy manufacturer, we came upon a mechanical cause of this candy defect. The pre-cook kettle, which was used to prepare the hard candy ingredients for the final cook in the continuous cooker, had a drain outlet with a gate valve. This gate valve was about 4½ inches below the inner bottom surface of the kettle. Heavy granulated sugar going into the pre-cook batches would settle down into this space (2½ inches diameter x 4½ inches high) above the gate valve, regardless of whether the corn syrup or the water was added first. The sugar in this space would never completely dissolve. And after the batch was cooked to the proper temperature, the gate valve was opened and the sugar syrup with the undissolved sugar was pumped into the continuous cooker. Grainy hard candy was the result.

In Fig. 1, we propose a stainless steel kettle, with a plunger type valve similar to the ordinary home-type bathroom sink valve. This valve would completely seal-off the drain outlet at the inner bottom surface of the kettle and thus prevent granulated sugar from accumulating in the drain outlet. The head of this valve should be smooth enough to offer no obstacle to paddle stirring or to a mechanical mixer. To drain the kettle after the batch is cooked, the operator would step on a pedal to open the valve and the completely dissolved sugar syrup would drain through. Upon the release of the pedal, the valve would close for the cooking of the next batch.

Use of Strainers Suggested

It was suggested that a strainer be used to collect the undissolved sugar in the former kettle. This suggestion is unsatisfactory because some small undissolved crystals will pass through no matter how fine the mesh may be.

If a filter cloth bag is used to filter off the grained sugar, the result is almost as unsatisfactory as the strainer. The force of the hot syrup causes the filter bag to blow up like a balloon and as a result, the mesh of the bag will expand. As the mesh expands, more and more of the undissolved sugar passes through. The suggestion made by some candy people, to fill the space above the valve with corn syrup is too haphazard. Experience has shown that while the corn syrup is cool and viscous, it will prevent granulated sugar from entering this space. But the application of heat to the batch will cause the corn syrup in this space to become very fluid and consequently the granulated sugar settles into the space as soon as heat and stirring is applied.

In Fig. 2, we have shown the former kettle with an iron plug to seal off the space above the valve. While this is quite effective depending upon the quality of the fitting, it also offers an obstruction to the stirring of the batch. A chain is attached (not shown) to the plug in order to facilitate its removal. But in this case, unless extreme care is used in the stirring of the batch, the plug will be easily lifted out of place by a stirring paddle.

Black Market Danger Foreseen

While conceding that liquor production weakens the liquor black market, the indirect diversion of sugar to liquor similarly encourages a black market in sugar, B. W. Dyer, Sugar Economist & Broker declared in a statement released to the press.

"The liquor industry," Mr. Dyer added, "argues for liquor holidays because it believes that black markets are thus curtailed. Naturally, the sugar and sugar-consuming industry favors the elimination of black markets. But, if shortages and resulting black markets are unavoidable, the government must decide whether a black market in liquor is more important than a black market in food. The War Food Administration recently indicated that because of the tight sugar prospect, it is currently impossible to schedule invert molasses production ('sugar diverted to alcohol') in 1945."



B. W. Dyer

Plan Emergency Census

Census officials, planning the President's emergency census of industry, scheduled for January, 1945, believe it will fall short of business men's needs and hence, are tentatively planning for a complete census of production and distribution for 1946. The incoming Congress will have to sanction this project before definite action can be taken.

The forthcoming Presidential census, while of value, is being rushed and naturally much information of value to marketing people will not be obtained. The Presidential census will provide a picture of mobilized America—and the results are expected to be too general for market analysis work. Features of the 1945 census are:

A census of manufacturers based on a general questionnaire, supplemented by material from records on file with war agencies; a sample census of population, broken down by regions; a report on consumer income; a survey of housing; a study of consumer expenditures and a full census of agriculture.

Publications Designed for Small Business

Effective Grocery Wholesaling, reports far-reaching changes that have occurred in the wholesale grocery trade based on case studies of operating methods used by a selected group of successful firms located in all parts of the country.

Record Keeping for Small Stores, explains the value of keeping records and outlines how they may be used. Surveys have proved that one major weakness among small distributors is the matter of record keeping.

These publications may be obtained from the Field Offices of the Department of Commerce, at no charge.

B B Chocolate Chat, published by Blumenthal Brothers, Chocolate Manufacturers, Philadelphia, should appeal to all users of chocolate and cocoa products. We welcome this new arrival and extend our best wishes for success.

TECHNICAL LITERATURE DIGEST

The Stabilization of Aldehydes

A. T. Fiore and Edward Sagarin, *The Amer. Perfumer*, Vol. 46, No. 7 (1944). — ALDEHYDE anti-oxidants, history or research in this field and patents are discussed. Phenols and amines prove to be the most potent inhibitors.

Storage Factors and Use of Anti-oxidants in Peppermint Oil

L. H. Baldinger, N. K. Ellis, and K. I. Fawcett, *The Amer. Perfumer*, Vol. 46, No. 7 (1944). — A report of an investigation of storage conditions and experiments on the use of anti-oxidants for oil preservation and a study of the combined effects of anti-oxidants and proper storage conditions is given. Recommendations are that sealed containers, completely filled, be used for storing oil and that cool storage conditions be maintained.

Moisture Absorptive Power of Starch Hydrolysates

J. E. Cleland and W. R. Fetzer, *Ind. & Eng. Chem.*, Vol. 36, No. 6 (1944). — A method of obtaining absorption and desorption moisture equilibrium data for sugars and sirups has been developed. Starch hydrolysates are effective materials for absorbing water—the amount of absorbed water increases with the dextrose equivalent and with increasing relative humidity. Starch hydrolysates are compared with invert sugar and glycerol. Water content of each material, when at equilibrium at any relative humidity between 20 and 78% is defined.

Tartrates from Grape Wastes

J. R. Matchett, R. R. Legault, C. C. Nimmo and G. K. Notter, *Ind. & Eng. Chem.*, Vol. 36, No. 9 (1944). — A substantial part of the 15 million pounds of tartaric acid used annually in our domestic economy and hitherto imported is potentially available in the wastes of the grape processing industry. Laboratory-scale experiments indicate the commercial feasibility of utilizing synthetic ion-exchange materials for recovery.

Determination of Vanillin and Coumarin in Flavoring Extracts

D. T. Englis and Donald J. Hanahan, *Ind. & Eng. Chem. Anal. Ed.*, Vol. 16, No. 8 (1944). — THE ultra-violet absorption method is given.

Dehydration of Blackstrap Molasses

Ralph D. Lamie, Marion Moore, Charles F. Bonilla, and Edgar J. Gealy, *Sugar*, Vol. 39, No. 8 (1944). — THIS is a study of the dehydration of blackstrap molasses by boiling. Analyses reveal no loss in sugar content.

Refractive Indices of Dextrose and Invert Sugar Solutions

F. W. Zerban and James Martin, *Jour. of the A.O.A.C.*, Vol. 27, No. 2 (1944). — REFRACTIVE indices of dextrose and invert sugar have been measured and equations for relation between the refractive index and the percent of sugar by weight in air have been completed. Tables are given.

Properties of Peanut Meal

T. D. Fontaine, Carolyn Samuels and George W. Irving, Jr., *Ind. & Eng. Chem.*, Vol. 36, No. 7 (1944). — EFFECT of heat, humidity, and length of treatment on

the peptization of the nitrogenous constituents of flaked peanuts and solvent-extracted peanut meal shows that the critical denaturation temperature for peanut protein in the meal, as measured by peptization, lies above 118° C. (dry heat) and above 80° C. at 100% R. H. Data presented shows that with proper temperature and moisture control during processing, satisfactory oil removal can be accomplished with a minimum of protein denaturation.

The Treatment of Raw Materials. Part 4 through Part 8

Ernest J. Clyne, *Confectionery Production*, Vol. 10, No. 5 through No. 9 (1944). — PART 4 discusses edible fats; Part 5, milk products; Part 6, colloids such as gelatine, gum, and agar, and Irish Moss; Part 7, starch; Part 8, cacao beans. All are of general interest.

Gustation. Part 1 and Part 2

R. W. Moncrieff, *Food Manufacture*, Vol. 19, No. 6 and No. 8 (1944). — THE multitude of taste sensations are discussed. Part 1 covers two of the four main tastes, sour and salt. Part 2 discusses the sweet and bitter tastes. Threshold values for the four tastes are given.

Insects and Foods

R. W. Thompson, *Food in Canada*, Vol. 4, No. 4 and No. 5 (1944). — THE house fly and the cockroach are discussed in the first article. A chart of insects which breed in food lists host materials and the appearance of injurious stages. The second article tells how insects breathe, discusses fumigants and methods of fumigation, describes other disinfestation methods and packaging treatments.

Water Sorption by Cornstarch and Commercial Modifications of Starches

L. Sair & W. R. Fetzer, *Ind. & Eng. Chem.*, Vol. 36, No. 4 (1944).

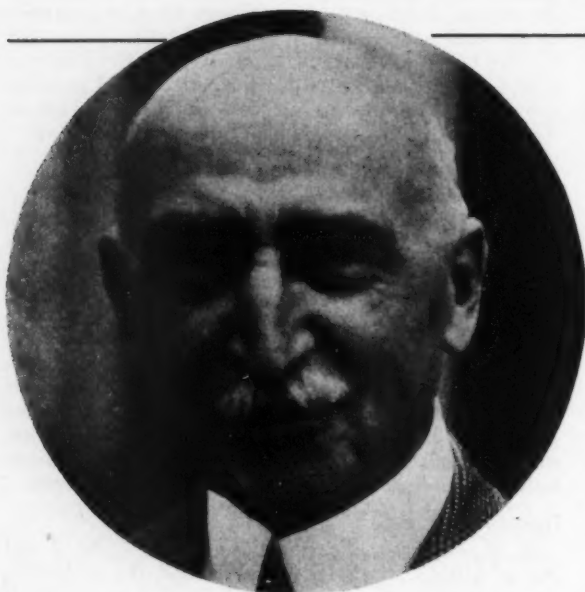
SORPTION isotherms of cornstarch and 10 of its commercial modifications have been determined. Modification up to a 60-fluidity thin boiling starch results in apparently little hydration change. Dextrinization, with or without acid catalyst, results in products with different hydration characteristics. There is little correlation between the viscosity of the modified products and their hydration capacity. When compared to cornstarch, the modifications fall roughly into three groups with respect to sorption behavior: (1) those in which the ratio of water retained is independent of the humidity, e. g. British gum and chlorine-oxidized starch; (2) those in which the ratio varies with the humidity, the variations being at high and low humidities, e. g. 90-fluidity starch, white corn dextrin, canary dextrine, and hypochlorite-oxidized starch and (3) those in which the ratio continually decreases with the decreasing humidity, e. g. Amijel.

Wheat Starch Manufacture

R. L. Slotter & C. T. Langford, *Ind. & Eng. Chem.*, Vol. 36, No. 5 (1944).

PROCESS developed for extracting starch and other products from whole wheat kernel analagous to the process used in wet milling of corn. Quality of wheat starch is excellent. Starch may be converted to sirups and sugar by methods used in the conversion of corn starch. Pilot plant operating data given.

"From the Ground Up . . ."



Mr. Emil J. Brach, founder and president of the E. J. Brach & Sons confectionery company.

A white star was added to the Army-Navy "E" flag which proudly flies over the E. J. Brach & Sons candy plant in Chicago. The star was added, for continued meritorious service, to the flag won over a year ago. This special event, which took place during October, was also part of the celebration of Brach's fortieth anniversary of continuous candy making.

Forty years ago, Mr. Emil J. Brach founded the present huge candy company. With assets of only \$1000, he started a small retail, neighborhood candy kitchen in Chicago. His sons, Frank and Edwin joined the enterprise as they grew up and helped their father pull through the early struggles and to fashion those early successes which has culminated in the huge plant which is buzzing with candy production for service men and women as well as civilians.

Mr. Emil Brach, founder and president of the company, who has spent his latter years at his home in St. Petersburg, Florida, attended the celebration of these two special events.

Before going into the candy business with his two sons, Mr. Brach, who had started to work at the age of 12, had been by turns a trunk maker, a storekeeper, a lunch room manager, a carriage painter, an inventor, a bookkeeper, a salesman, a painting contractor, and finally a candy jobber. The last employment seemed most to his liking and he stayed with candy continuously, thereafter, until his re-

40 Years of Success!

tirement from active business.

His sons, Mr. Edwin Brach and Mr. Frank Brach are just as active in the business today as they were in the early days of Brach's Pan Caramels, but they have surrounded themselves with a group of executives, superintendents, chemists, and engineers who have been with the company for over 25 years, and who along with the Brachs have developed the sales and production of Brach Candies to the present magnitude.

Pan Caramels Successful

After the near failure of the penny candy retail store, known as Brach's "Palace of Sweets," the plunge into manufacturing was made with Pan Caramels which were delivered on tin trays to a few of the larger Chicago department stores and there "demonstrated" with week-end sales by Mr. Frank Brach. His brother, Edwin, confined his efforts principally to production and finance, small as those finances were, and at opportune moments, to the composition of special candy offerings, written in long-hand, to out-of-town dealer prospects.

The growth of E. J. Brach & Sons from the one-story frame building to one of the largest candy organizations in America, now serving customers from coast to coast, is one of the most interesting romances in the candy industry. Within two years, in 1906, after the opening of the "Palace", the name of the business was changed to "E.J. Brach, Manufacturing Confectioner." It was moved

Left to right: Col. John N. Gage, U.S.Q.M.C.; Frank V. Brach, vice president; John E. Whittaker, FDA; Edwin J. Brach, vice president; Col. Rohland A. Isker, U.S.Q.M.C. Taken at the time of the presentation of the Army-Navy "E" Award on September 13, 1943.



to larger quarters, and developed a production capacity of 12,000 pounds per week.

Here the "line" was expanded and peanut candies, hard candies, fudge, as well as caramels and other confections swelled output and sales to 50,000 pounds weekly. Only three years served to house the growing business, for in 1909 another major move was made to a still larger "plant" which was to be succeeded in 1913 by a factory located on track property, bearing the firm name of "E. J. Brach & Sons, Manufacturers of Guaranteed Candy Specialties", which included such old-time favorites as Jelly Beans, Jap Squares, French Burnt Peanuts and Jaw Breakers. By now production had increased from the small start in 1904 to 250,000 pounds per week in 1913. But within two years a six-story plant was added to the institution, only to be amplified within a few years by Plants No. 3 and No. 4, also located in Chicago's near North Side.

During the early days of his candy making ventures, Mr. Brach found that he couldn't make candy by hand labor and keep up with the demand so he immediately began to plan on the production of mechanical equipment which would aid his production.

His first device was one that employed an ingenious method of conveying a gas flame, without interruption, to the bottom of a tilting candy kettle. His next labor-saving mechanical contrivance was a machine to dip "taffy-on-a-stick." The machine was a success, duplicating the work of about seven people. This machine cost so much that he couldn't realize a profit at once.

In spite of this new problem, Mr. Brach worked harder than ever for success. He finally worked out a formula and method for producing pan caramels that would be both good to eat and wonderfully low in cost of production. His efforts were rewarded with instant acceptance of the new confections, and an answer to his financial problems.

Plant All Under One Roof

The 40th Anniversary finds E. J. Brach & Sons in a single, large multi-unit plant, which has been several times greatly enlarged since it was first built in 1923, and

How the Candy Industry has Grown in 40 years

Year	Millions Pounds	Year	Millions Pounds
1943.....	2,561	1931.....	1,621
1942.....	2,519	1930.....	1,789
1941.....	2,536	1929.....	1,902
1940.....	2,225	1928.....	1,756
1939.....	2,050	1927.....	1,733
1938.....	1,955	1924.....	1,705
1937.....	2,010	1923.....	1,575
1936.....	2,049	1922.....	1,565
1935.....	1,898	1921.....	1,385
1934.....	1,816	1920.....	1,375
1933.....	1,631	1914.....	1,075
1932.....	1,625	1904.....	675

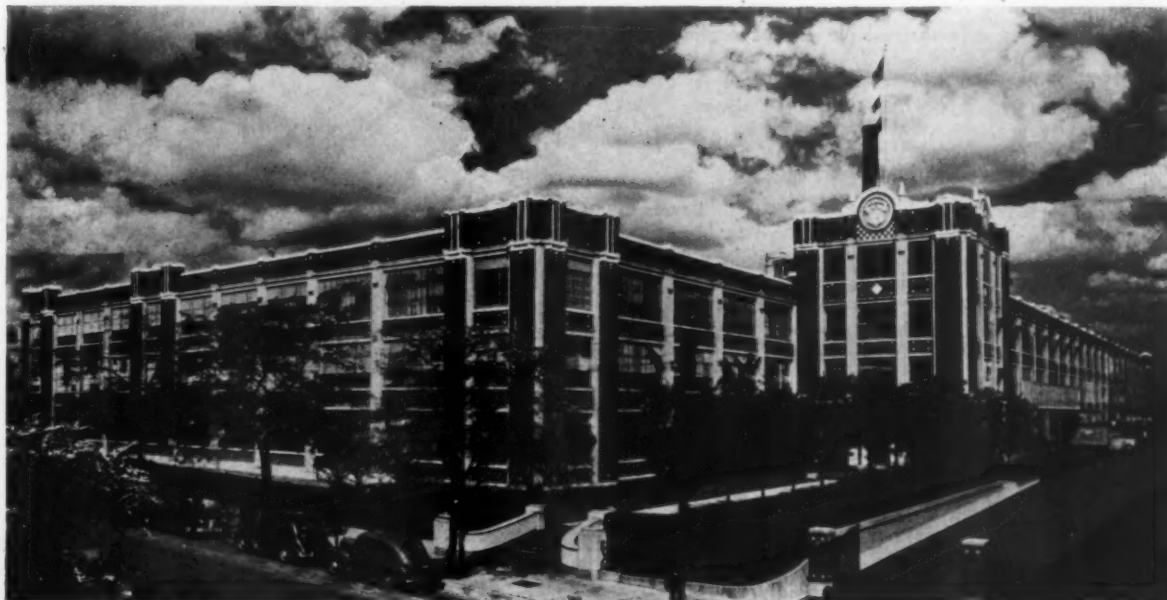
Confectionery Sales and Distribution, 1942, 1940, U. S. Dept. of Commerce.

is regarded as one of the largest and most modernly equipped plants in the industry.

Here the large family of Brach workers are gathered under one roof in clean and spotless surroundings, where they are producing Brach candies in large quantities for the fighting forces, and supplying, within the limits of material allocation and government orders, the civilian trade throughout the nation. The "E" flag bestowed upon the company a year ago, and the "White Star" recently given for continuous meritorious service, were earned by the Brach men and women workers for the production of supplies for the armed forces, as well as scheduled shipments of dried eggs packed for our Allies.

In addition to the Messrs. Brach, the company is under the managements of the Brach Executive Committee, consisting of Vice Presidents: C. O. Dicken, E. O. Blomquist, E. J. Gutsell, E. M. Kerwin and T. Stempel.

This photograph of the Brach plant gives a good picture of the huge building which now houses the Brach business. It is a proud monument to forty years of hard work.





THE *Manufacturing* RETAILER



Home-Made Candy

By JAMES E. MAYHEW

Candy Industrial Service

"Home-made" is a description that reminds us of everything that is good, and, "home-made" candy has proven to be good.

Home-made assortments have met with continuous success for a great many years, always growing in demand, variety, quality and popularity.

It is what may be called "*Personality Candy*," enjoying a real welcome in every home, by all who like good, fresh candy.

The chocolate is usually made from a choice selection of cocoa beans, milled and processed to a smooth, velvet texture, that readily blends with specially prepared fruits, carefully selected nuts, sweet cream, butter, sugar, honey, dextrose, coconut and true-fruit flavors.

It is most important that quality goods should be packed so they will show that great care has been taken, not only to display the candies to the best advantage, but to be sure they will arrive in "A-1" condition in the home. The comment you wish to hear is—they had a fresh, tempting and appetizing look, and they had an outstanding flavor.

All retail manufacturers will have the interesting experience of developing their own method of packing, taking every precaution in selecting the size and number of pieces they wish per pound and the variety of goods for their own assortment and packed in a box that will add to and harmonize with the quality of the candy.

Large candy manufacturers have special machines for dipping chocolates. Gift and fancy package goods are molded or dipped by girls experienced in the art of designing and finishing chocolate that gives them a "Finished" appearance.

Fork Dipping Successful

For home-made candy it would be nice to have the chocolates fork-dipped. It is not so hard to learn and there are a number of manufacturers that make a thermostat heat control unit for dipping. This would simplify your dipping problems. You could then feature fork dipped chocolates in your home-made candy lines. Experienced bon-bon dippers will soon master the art of fork-dipping chocolates.

The endless variety of good home-made candy that can be made should encourage every retail manufacturer to make a special assortment that will carry their banner and colors on to successful sales, and should be individualized by using their own emblem of quality on each and every package.

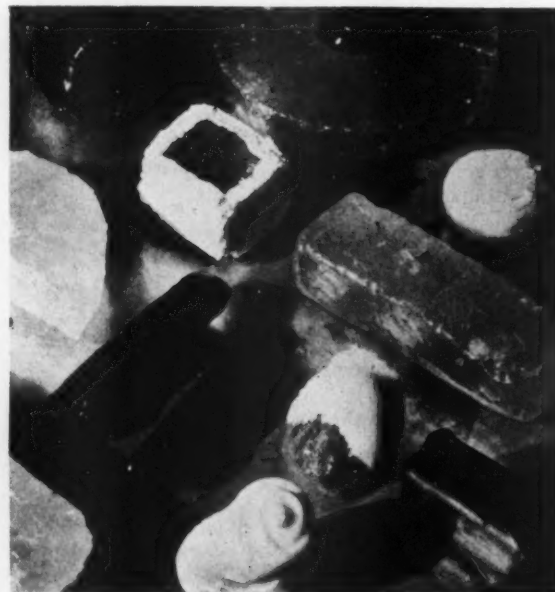
If any retail manufacturer is in doubt as to where to purchase raw material, boxes, paper cups, hand or ma-

chine equipment of every description for the candy industry, look in *The Manufacturing Confectioner's Blue Book*. Many interesting items on home-made candies can be found in back volumes of *The Manufacturing Confectioner*. Add to this the special data prepared by a large number of raw material manufacturers, and the combined experience of thousands of practical candy makers and you have a combination that can and will help you make and deliver better candy to your customers.

The retail manufacturer who puts the time and effort into the production and packaging of a better home-made assortment of candy will find his revolving door swinging all the time. In these days of raw material shortages when a considerable amount of candy is coming on the market that is not up to the usual standard of pre-war quality, customers seek out those who have not sacrificed quality for a chance to put more goods over the counter. These are the shops that will be remembered and will continue to do a large business when V-Day arrives.

A few special formulas are given here for those who wish to add some jelly pieces to their lines. Have a number of molds made so they can be used for five cent bars or for cut jelly pieces, size of mold to be 3" x 1" x 1/2".

Home-made assortments present opportunities for you as a candy maker to present a large variety of new ideas that will produce pieces that are tasty and tempting.



Selected Formulas

Pineapple Fruit Cuts

- | | | |
|----|--------|--|
| 6 | Pounds | granulated sugar |
| 5 | " | crushed pineapple—Cook 240°F.—then add |
| 4 | " | corn syrup—remove from fire, add and stir slowly |
| 1 | " | grade A gelatine that has been dissolved in |
| 1½ | " | Water. When well mixed cast on starch molds. Let stand twelve (12) hours. They are then ready to dip in heavy milk chocolate and roll in chopped nuts. When chocolate cools and sets, cut in six pieces and place in wax paper cups. |

Strawberry Fruit Cuts

- | | | |
|---|--------|---|
| 3 | Pounds | granulated sugar |
| 1 | " | apricot fruit pulp |
| 2 | " | strawberry fruit pulp. Cook to 220°F. and let cool for batch No. 2. |

Batch No. 2

- | | | |
|---|--------|--|
| 4 | Ounces | Jap gelatine. Steep in two pounds of water for three (3) hours, strain and place in cooking kettle with |
| 1 | Pound | water |
| 3 | " | granulated sugar |
| 3 | " | corn syrup. Cook to 222 degrees F, then mix with first batch. Color with carmine red, cast into starch molds. Let stand twelve (12) hours. They are then ready to dip in bon bon cream, any color and flavor, and rolled in toasted coconut or nut pieces. When cream is set cut each bar in six (6) pieces and place in wax paper cups. |

Nut and Fruit Cuts

- | | | |
|----|--------|--|
| 12 | Ounces | pectin powder No. 40 |
| 2 | Pounds | granulated sugar and one pint warm water. Mix to form a smooth paste—then dissolve in |
| 8 | " | of hot water and add |
| 4 | " | granulated sugar |
| 1 | " | apple pulp |
| 1 | " | apricot pulp |
| 2 | " | grape pulp or jelly |
| 3 | " | corn syrup. Cook to 226°F, then add |
| 2 | " | chopped walnut pieces. Spread in sheet form ½ inch thick on oiled marble slab, let set 10 hours, then cut in bars 3 inches long and 1 inch wide. Dip in bon bon cream, any color and flavor. Roll in toasted coconut or nut pieces and cut bars in six (6) pieces. |

• The Walter H. Johnson Company, Chicago, announce the acquisition of Bishop and Company, bakery and candy manufacturing firm, Los Angeles, Calif., from the National Biscuit Company. No changes in management or operations are expected.

Rum Flavor Popular in Candy

By D. R. PINNOCK

Wood & Selick, Inc.

In its natural state, rum is too volatile to be ideal. It has to be blended with suitable "fixatives" so that the flavor will not evaporate, just as perfumes need fixatives to give them lasting qualities. Fixatives must be selected suitable for the product which will not only stabilize the flavor but will do so without adding any undesirable flavor of their own.

From an old English book entitled "Confectioners' Raw Materials" by James Grant, J.P., M.S., Tech., F.I.C., F.C.S., and doubtless, etc., and etc., I quote:

"Rum is that form of ardent spirit prepared by distillation from pot or patent stills, of spirituous wash obtained by the fermentation of sugar cane waste products. To this extract enough seconds or thirds molasses are added to bring the sugar content to a strength of 12-20%. This wort is then fermented by a special yeast, the wash filtered and distilled."

Mr. Grant goes on to describe in detail the characteristics and constituents of the rum so obtained, indicating that this is the one and only rum to be used as a confectioners raw material. Well, I agree with Mr. Grant. As a basic rum flavor the essential ingredient is real, genuine rum made from sugar cane molasses. Demerara Rum, made from grain, is no good as a substitute. It does not have the richness of flavor characteristic of "blackstrap" rum, derived from the heavy wort in which all the minerals and aromatics from the sugar cane "massecuite" have been concentrated by the numerous boiling and crystallizing processes it has gone through to extract the sugar.

In Europe, rum has been recognized as a flavoring for candy for many years. Rum-flavored Toffee is an old favorite and so-called "cordial" chocolates have always contained a large proportion of "rum" pieces.

In the United States, rum-flavored candy of various types has been gaining popularity in recent years, and the public seems to like it.

Candy Merchandising Makes Its Bow



Candy Merchandising, a magazine devoted to the problems of better candy distribution made its debut in October. This publication, a contemporary of *The Manufacturing Confectioner*, will fill the industry's need for a publication devoted entirely to the volume candy buyers. It will carry editorial material that will help them do a better job of selling the candy manufacturer's products. *Candy Merchandising* was formerly published as *The Confectionery Buyer*.

ing was formerly published as *The Confectionery Buyer*.

Philadelphia Candy Man Dies

Chester A. Asher, member of the firm of Chester A. Asher, Philadelphia, died recently, at the age of 76. After several years with Stephen F. Whitman & Son, Inc., Mr. Asher went into business for himself. He is a past president of the Retail Confectioners' Association of Philadelphia.

Dictionary of Raw Materials

(Continued from October Issue)

Corn Syrup (Unmixed)

PRIMARY.—A viscous, water-white clear syrup, having a sweet flavor. Standard conversion: Baume' 43.0; Total Solids 80.26; Dextrose Equivalent 41.7; Dextrose 22.0; Maltose 21.0; Higher Sugars 20.0; Dextrine 37.0; Ash 0.24; SO₂ 0.004; Candy Test—No color below 280 F.; pH 4.9; color—water-white.

OPTIONAL.—High conversion: Baume' 43.0; Total Solids 81.14; Dextrose Equivalent 55.0; Dextrose 35.0; Maltose 27.7; Higher Sugars 11.1; Dextrine 26.2; Ash 0.25; Color—water-white.

OPTIONAL.—Low conversion: Baume' 42.0; Total Solids 78.29; Dextrose Equivalent 31.6; Dextrose 12.8; Maltose 14.0; Higher Sugars 26.0; Dextrine 47.2; Ash 0.24; SO₂ 0.0021; pH 5.2; Color—water-white.

OPTIONAL.—Corn syrup solids, a fine, white, free-flowing, hygroscopic, water-soluble powder. Total Solids 98.0; Dextrose Equivalent 41.0; Color (50% solution) 1.0 Br.; Acidity 0.010; SO₂ 0.004; pH 5.0; Screen Analysis: Through 200 mesh 82.28, on 100 mesh 0.02.

Corn syrup is sold at concentrations ranging from 42 to 45 Baume'. While the above specifications may be considered typical and standard, various refiners offer products showing other degrees of conversion. General data for 43 Baumé corn syrup at 100 F.: Sp. Gr. 1.4221; Pounds per gallon 11.044; Pounds Dry Solids per gallon 9.506.

Cottonseed Flour

PRIMARY.—Fine (mesh), dry, clean and sound. Free from mold and infestation. Light yellow color. Cooked and partially defatted. Analysis as e.g., 57.5% protein, 6.5% fat, 6.2% ash, 2.1% crude fiber, 6.3% moisture, 1.2% phosphorus, 0.2% calcium, 0.6% magnesium, 0.012% iron, and vitamin content in micrograms per gram, as e.g., Thiamin 10.4 micrograms per gram, Riboflavin 10.2 micrograms per gram, Niacin 85 micrograms per gram and Pantothenic Acid 25.5 micrograms per gram.

OPTIONAL.—Toasted. Brown color. Good flavor. Clean and sound. Analysis or claims for nutritional benefits substantiated.

Cottonseed Oil Stearin

PRIMARY.—Pure, prime and neutral. Sweet (deodorized). White Color.

Coumarin

PRIMARY.—Powdered or small crystals. NFVII.

Cream

PRIMARY.—Raw or pasteurized. Pure, clean, sweet and fresh. Butter-fat content. Bacterial content to comply with municipal and state regulations, usually below 250,000 bacteria (colonies) per cubic centimeter as determined by the standard plate method of analysis. Free from preservative or off-odor.

Cream of Tartar

PRIMARY.—Dry. Powdered or crystals. U. S. P.

Currants

PRIMARY.—Crop season. Origin. Domestic or foreign. Size and grade. Natural or bleached. Washed or dry cleaned. Sound and clean. Free from insect

infestation, fermentation, crystallization and mold. Firm, perfect fruit. Good flavor. Properly dry. Free from stems and refuse.

Dates, Dried

PRIMARY.—Crop season. Kind. Sound and clean. Free from fermentation, crystallization, mold, insect infestation and refuse. Firm, perfect fruit, properly dry. (Neither too dry nor too sticky; excessive dryness is usually indicated by absence of moisture on outside of case). Good flavor.

OPTIONAL.—Free pitting. Light color (where desired). Mark.

Egg Albumen

PRIMARY.—Crop year. Flake, granular or powdered. Origin. Free from mold, infestation and bacterial decomposition. Guaranteed whipping quality. (Test for whipping). Maximum moisture content. Free from foreign odor and flavor. Light yellow color.

OPTIONAL.—Dry (especially on powdered). On Flake: Large, thin, light amber flakes, not over 20 per cent fine. Good fracture. Darkness indicates over-heating.

Eggs, Fresh

PRIMARY.—Fresh gathered (maximum number of days old) or cold storage. Where gathered. Canded or uncanded, and grade (U. S. Grades as AA, A, B, C, etc.). Variety and color. Sweet and fresh. Free from foreign odor or flavor.

OPTIONAL.—Provision for breakage allowance.

Egg-Whites, Frozen

PRIMARY.—Hen egg. Pure, undiluted, sweet and fresh (free from bacterial decomposition). Guaranteed whipping quality. Free from foreign odor and flavor. Opalescent, good clear color. Free from yolk, pieces of shell and chalazae.

Essential Oils

Almond Bitter

PRIMARY.—Genuine (article of established quality standard) or commercial (peach or apricot kernels). S. P. A. (free from Prussic Acid). Fresh, sound, clean. Fine flavor and aroma.

OPTIONAL.—Water-white. Minimum benzaldehyde content 85%.

Anise

PRIMARY.—Origin. Lead-free, purified, sound and clean. Colorless or pale yellow. Fine flavor and aroma. Meets U. S. P. XII standards.

OPTIONAL.—Minimum anethol content 80%.

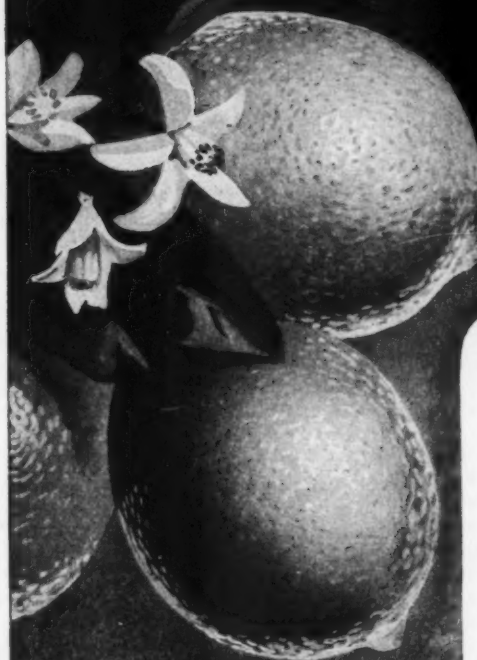
Cassia

PRIMARY.—Origin. Lead-free, purified, sound and clean. Yellowish or brownish color, darkening with age. Fine flavor and aroma. Meets U. S. P. XII standards.

OPTIONAL.—Minimum cinnamic aldehyde content 80%.

Cinnamon

PRIMARY.—Origin and history. (Ceylon or Seychelles). Lead-free, purified, sound and clean. Light color. Delightful flavor and aroma. Meets U. S. P. XII standards.



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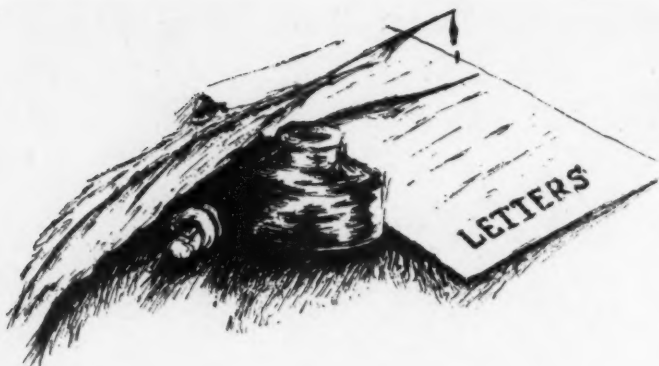
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That Man, Whympers

We enjoyed reading the article on "Vanilla" by Robert Whympers to such an extent that we were wondering if we could obtain a copy of his article on "Cacao."

—New York

REPLY: Yes, we sent the article on Cacao, "The Influence of the War on Cacao," by Robert Whympers in the February issue of *The Manufacturing Confectioner*.

Candy Clinic

We read with considerable interest what you had to say in reference to one of our items purchased by your shoppers in one of our agencies. We are heartily in agreement with your criticism of this particular item.

However, it would seem to us that when your shoppers make it a point to purchase one item or another, in our various shops, that they would see to it that the article selected was one manufactured by us and an item which is considered part of our regular line. It so happens that this item which you had selected was not of our manufacture and was considered simply as a novelty or special seasonal gift. We really did not have the time to manufacture this particular item and while we were aware that the product was far inferior to what we may have produced ourselves, we felt compelled nevertheless to carry the item during the season.

We are confident that any time that one of our own products is selected by your shoppers that your criticism will be highly favorable, to say the least.

It does not appear as though we are subscribers to The Manufacturing Confectioner and would, therefore, appreciate your sending us an order form so that we may

subscribe to your publication immediately. We thank you for your interest in our products and organization.

—New York.

REPLY: Naturally, we are glad that you agreed with the criticism of the Candy Clinic. We try our best to keep the Candy Clinic at the highest possible level. The name of the manufacturer of the candy item published is not given except to the manufacturer. Over the years, we have learned that many manufacturers consider the service rendered by the Candy Clinic as invaluable.

We shall endeavor in the future to have our shoppers make sure that the item purchased from your shops is one manufactured by yourselves.

Authors

We are interested in learning more about chocolate and would like to know if there has ever been a book by Robert Whympers. We have been privileged to read some of his articles in your grand paper and would like to have all of them, if possible.

Mr. Eddington's articles also always were of great interest and we would like to know more about them.

—Indiana.

REPLY: Mr. Robert Whympers is the author of three books: "Cocoa and Chocolate," "The Manufacture of Confectionery," "The Problem of Chocolate Fat-Bloom," as well as numerous articles.

We believe Mr. Whympers' books are now out of print.

Mr. Eddington passed away in the fall of 1942. Mr. Eddington's articles have appeared frequently in *The Manufacturing Confectioner* over a nine year period. These articles are of value to the Manufacturing-Retailer. At some future time, we hope to be able to reprint these articles for the benefit of many retailers, like yourself.

Pralines

I have changed my location and find pralines a favorite here. As I did not make pralines formerly, I wish to make some and I want them to be extra good. Can you furnish a formula for a really good piece?

—California.

REPLY: An outstanding, over-the-counter pecan piece, not exactly a praline, may be made using 4 lbs. maple sugar, 4 lbs. cane sugar, 4 lbs. corn syrup, 3 qts. 20% cream.

Cook to 234 degrees F., take off the fire and add 8 lbs. of Cream of Tartar fondant. Mix well and add 5 lbs. of pecans. Turn this out on paper lined boards. Let stand overnight and then cut into sizes and shapes desired.

Impressed by Editorial

We were much impressed with the editorial appearing in the August issue written by Mr. David Kopper. Please give us Mr. Kopper's local address in New York if possible.

—Maryland.

REPLY: D. Kopper, Bonbonniere, Main Office and Factory, 217 West 80th Street, New York 24, N. Y.

A New Idea

I would like to give a suggestion which might be helpful. We see every year in different cities, flower shows, dog shows, automobile shows (prewar), and other shows. How beautiful it would be to have in every bigger city, a yearly candy show displaying the local products as well as giving interesting views on products of the entire candy industry. This would give the public the opportunity to see what the industry offers.

—New York.

From a Candy Man

The article on salt in candy hit the spot. You will always find candy containing a high percentage of salt to be in favor.

Mr. David Kopper had a very good article on quality and the candy industry needs help along this line. It would be bad if we drift downstream too long. There should be only one kind of candy; and that should be good candy; improvement is what we want.

—Pennsylvania.

A Name To Remember In Your Post War Plans



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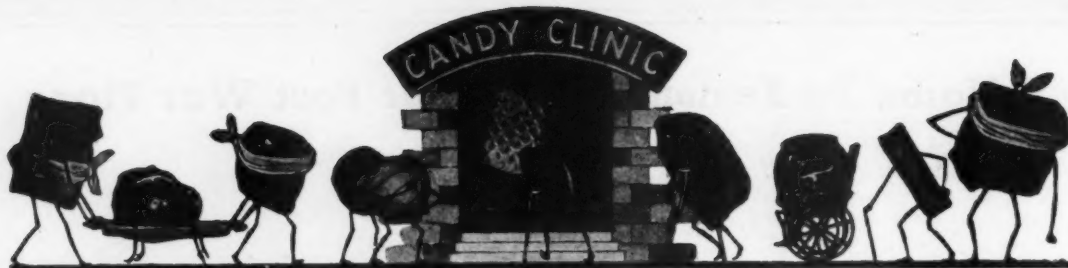
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THE INDUSTRY'S CANDY CLINIC

HELD MONTHLY BY THE MANUFACTURING CONFECTIONER

The Candy Clinic is conducted by one of the most experienced superintendents in the candy industry. Some samples represent a bona-fide purchase in the retail market. Other samples have been submitted by manufacturers desiring this impartial criticism of their candies, thus availing themselves of this valuable service to our subscribers. Any one of these samples may be yours. This series of frank criticisms on well-known branded candies, together with the practical "prescriptions" of our clinical expert, are exclusive features of THE MANUFACTURING CONFECTIONER.

Five Cent Bars and Chewing Gum

CODE 6R44

Mint Chewing Gum—5 sticks—5c

(Purchased in a railroad depot,
New York, N. Y.)

Appearance of Package: Good.

Wrapper: Green waxed inside, printed in red and white glued on ends and center.

Texture: Good.

Flavor: Good.

Remarks: A well flavored piece of chewing gum.

CODE 10FF44

Cherry Cream Bar—about 1½ ozs.—6c

(Purchased in a retail candy store,
Toronto, Canada.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Cellulose green paper seal printed.

Coating: Dark: Good.

Center: Color: Good.

Texture: Good.

Taste: Fair.

Remarks: A good eating cherry cream bar but flavor is not strong enough. Suggest a good cherry flavor be used in the cream.

CODE 10II44

Chocolate Coated Nougat Bar—1½ ozs.—5c

(Purchased in a drug store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in blue.

Coating: Very cheap taste.

Center: Color: Good.

Texture: Good.

Taste: Poor.

Remarks: Suggest a better grade of coating be used. Nougat needs a good vanilla or honey flavor as it lacks flavor.

CODE 6S44

Fruit Chewing Gum—5 sticks—5c

(Purchased at a news stand,
New York, N. Y.)

Appearance of Package: Good.

Wrapper: Waxed paper printed in red, green, white, yellow and blue. Sealed on ends and middle.

Texture: Good.

Flavor: Good.

Remarks: A very tasty piece of chewing gum.

CODE 10JJ44

Chocolate Coated Marshmallow Bar—1¼ ozs.—5c

(Purchased in a drug store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine, printed orange, blue and yellow.

Coating: Good.

Peanuts: Good.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 10KK44

Chocolate Coated Fudge Caramel and Peanut Bar—2¼ ozs.—5c

(Purchased in a drug store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine, printed in red and blue.

Coating: Very cheap tasting.

Center: Color: Good.

Texture: Fudge: Very Tough.

Taste: Fair.

Remarks: Coating is not up to standard used on good 5c bars. Center

is very tough and suggest a good vanilla flavor be used.

CODE 10LL44

Peanut Bar—1¼ ozs.—5c

(Purchased in a grocery store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in yellow, red and blue; inside wax paper wrapper.

Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year. Suggest more salt to be used in the batch.

CODE 10MM44

Chocolate Coated Peanut Taffy Bar—1½ ozs.—5c

(Purchased in a drug store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in orange and blue.

Coating: Good.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year. Well made and a good eating bar.

CODE 10NN44

Peanut Fudge Roll—1½ ozs.—5c

(Purchased in a drug store, Chicago,
Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine printed in yellow.

Caramel Coating: Good.

Peanuts: Fair.

Center: Lacked flavor.

Remarks: Suggest peanuts be roasted



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more and a little salt be added to peanuts. A good vanilla flavor, would improve the taste of the center.

CODE 10PP44

Peanut and Coconut Bar—2 ozs.—5c

(Purchased in a drug store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine, printed in blue, name in white. Inside wax paper wrapper.

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: Suggest peanut pieces be larger. The Clinic thinks that it would eat better and give bar better taste.

CODE 10QQ44

Butter Crisp Bar—1 1/4 ozs.—5c

(Purchased in a cigar store, San Francisco, Calif.)

Appearance of Bar: Good.

Size: Good.

Wrapper: White glassine, printed in yellow, brown and blue.

Hard Candy Crisp Bar filled with caramel and peanut butter.

Jacket: Good.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: The best bar of its kind that the Clinic has examined this year.

CODE 11H44

Caramel Peanut Bar—

1 1/4 ozs.—5c

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine printed in orange, red and blue.

Color: Too dark.

Texture: Good.

Taste: Good.

Remarks: Bar had a strong taste as if nuts were old or had started to turn rancid. Suggest nuts be roasted higher.

CODE 11K44

Peanut Taffy Bar—1 1/2 ozs.—5c

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

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They have a superior quality your customers recognize.

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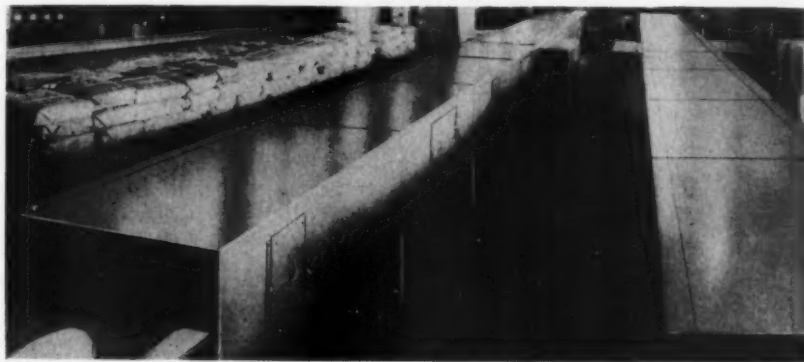
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Products Department, Ontario, California

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One Whiff
Will Tell
You It's
Good



Please send me a free sample of B.A.C. My cooking time and temperature is.....

FIRM

NAME

STREET

CITY

STATE

Wrapper: Glassine, printed in red, blue and yellow.

Color: Good.

Texture: Fair.

Taste: Fair.

Remarks: Bar needs more salt and would eat better if it was cooked higher like a brittle.

CODE 11A44

Caramel Pecan Bar—1½ ozs.—5c

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Small.

Wrapper: Glassine printed in yellow and black, inside wax paper.

Color: Too dark.

Texture: Good.

Taste: Good.

Remarks: Suggest a little more salt be added to one of the best bars of its kind that the Clinic has examined this year. Suggest bar be made flatter and wider.

CODE 11B44

Chocolate Coated Cereal Bar—1½ ozs.—5c

(Purchased in a railroad depot, Chicago, Ill.)

Appearance of Bar: Good.

Size: Small.

Wrapper: Glassine, printed in yellow, green and orchid.

Coating: Dark: Fair.

Center: Color: Good.

Texture: Fair.

Taste: Fair.

Remarks: Center is too dry. A bar of this type would eat better if some caramel or chewy taffy was added, also would have a better flavor.

CODE 11C44

Chocolate Coated Chocolate Paste Bar—¾ ozs.—5c

(Sent in for Analysis No. 4450.)

Appearance of Bar: Good. Printed cellulose wrapper.

Size: Good.

Coating: Dark.

Color: Good.

Gloss: None.

Taste: Fair.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: One of the best centers of this kind that the Clinic has examined. Coating is not up to the standard used on good 5c bars. Two samples were received—one was about 1½ ozs. and the other one ¾ ozs. We could not find any difference in either of the bars.

CODE 11D44

Chocolate Coated Molasses Peanut Butter Bar—1½ ozs.—5c

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Coating: Dark: Fair.

Center: Color: Good.

Texture: Good.

Taste: Good.

Remarks: Center was well made and had a good taste. Coating is not up to standard used on good 5c bars.

CODE 11F44

Caramel Pecan Bar—1½ ozs.

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Good.

Wrapper: Glassine, printed in yellow, red and blue. Inside wax wrapper.

Color: Too dark.

Texture: Good.

Taste: Good.

Remarks: One of the best eating bars of its kind that the Clinic has examined this year. Suggest more salt be used.

CODE 11G44

Spanish Nougat Bar—1 oz.—5c

(Purchased in a retail store, Chicago, Ill.)

Appearance of Bar: Good.

Size: Small.

Wrapper: Wax, printed in red, white and blue.

Color: Good.

Texture: Good.

Taste: Fair.

Remarks: This would be a good eating bar if the nuts were roasted. Bar had a strong taste, nuts had started to go rancid.



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TenDRYzed SOYNUTS, tenderized and preserved by our distinctive dry-roast, are blended or used alone by Candy Makers, Bakers, Ice Cream Mfrs., Suppliers, Roasters, and Others.

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\$2.50 pt. \$18.00 gal.

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CONFECTIONER'S BRIEFS

Williamson Candy Co., Chicago, has renewed "Famous Jury Trials," effective Nov. 10, on the Blue Network for the fifth year . . . Mr. Aubrey Simpson Williams, former secretary-treasurer of the **Westmoreland Candy Co.**, Richmond, Va., has been appointed field operations officer for the Powhatan, Va., zone of the OPA.

Mr. C. J. Gurney has been appointed Wisconsin's representative for the **Rockwood & Co.**, Brooklyn, N. Y. . . **Pan American Candy Co.**, Ashley, Ill., announces that Mr. Theodore A. Sommer will be their representative in the Metropolitan Chicago area. Mr. Sommer, secretary and treasurer of the Chicago Candy Club, covered the same territory for 25 years for the **Cracker Jack Company**. Mr. John W. Mack, Chicago representative of the **Euclid Candy Co.**, Chicago, passed away Sept. 13th. Mr. Mack was with Euclid since it was established in 1938; prior to that he was with the Euclid Candy Co. of Brooklyn for a number of years. Mr. Mack was formerly connected with the **William Wrigley, Jr. Company** and the **Goudey Gum Company**. He was an active member of the Chicago Candy Club and the Western Confectionery Salesmen's Association, and a past president of both organizations.

Bernard D. Rubin, President of the **Sweets Company of America**, Hoboken N. J., makers of Tootsie Rolls and Tootsie V-M, announces the appointment of James A. Kirkman, Jr., as Sales Manager, Grocery Division, of the company. Mr. Kirkman has had a broad experience in merchandising, promotion and distribution. In 1931, he joined the Fleischman Division of Standard Brands, subsequently progressing through the restaurant and grocery divisions.

The **Regal Candy Company**, Chicago, has opened a new plant at 317 N. High St., Baltimore 2, Md. Mr. Harry Waller is general manager and Mr. A. W. Bishop is production manager. At present, production is confined to "C Plus," a five cent caramel and peanut bar. Plans are being made to shortly produce additional five cent bars and a complete line of candy suckers, both of the hard candy and taffy types as well as caramel. The new Baltimore plant has been opened to aid in efficiently serving the East Coast and the Southeastern States.

• Mr. and Mrs. Nelson W. Nellums are planning to re-enter candy manufacturing in Paducah, Ky. Mr. Nellums was formerly connected with the Gilliam Candy Company in Paducah, sold a few months ago. He hopes to get a new factory started as soon as materials and machinery may be obtained.

• Mr. Samuel Marvin Pearce, candy broker in Richmond, Va., for 35 years, died October 5th.

• Frank W. Brinkman and Associates have entered the food, confection and bakery products brokerage business with offices at 58 E. Washington Street, Chicago.

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Use the present tremendous demand for good candy to increase prestige for your brand with better
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Synthetics, INC.

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The Board of Directors of **Curtiss Candy Company**, Chicago, declared dividends accumulated on the Preferred Stock of the company between Nov. 1, 1942 and Aug. 12, 1944, amounting to \$134,000,000; a dividend of 30 cents per share was also declared on the Common Capital Stock. At the recent annual meeting, Otto Schnering, president; P. J. Reddy, vice president; W. C. Moller, treasurer; and I. N. Walker, secretary and general counsel, were elected directors.

• The American Peanut Company of Suffolk, Va., and two subsidiaries of the company, the Bain Peanut Company of Fort Worth, Texas, and the Bain Peanut Company of Albany, Ga., are suspending business. The Albany plant is expected to be taken over by Mr. J. F. Bain of Albany under a partnership.

Swanson Resigns from Canteen Co.

Nathaniel Leverone, Chairman of the Board, Automatic Canteen Company of America, large distributor of candy products, announced recently the resignation of Walter E. Swanson, a co-founder and active member of the company for the past 15 years.

• Mr. A. G. Harmer, factory manager of Kroger Grocery & Baking Co., Cincinnati, for the past 28 years, has been appointed vice president in charge of grocery manufacturing for Sprague Warner-Kenny Corp., Chicago.

Pliofilm in Hospital Use

Familiar in peacetime as a moistureproof packaging material for food, citrus fruits and vegetables, Pliofilm's latest war role is speeding the recovery of patients needing oxygen in Army and Navy hospitals. As a result of development work undertaken by the Continental Hos-



"Hands Across the Border". Representing the American and Canadian confectionery industries at the annual meeting of the confectionery, chocolate and cocoa industries of Canada at Montreal. L. to R: Philip P. Gott, president NCA; James Wardropper, president of the Canadian Association, and general manager of the Rowntree Co., Ltd., Toronto; and A. Alexander Singer, Rockwood & Co., Brooklyn, N. Y.

pital Service of Cleveland, for whom Goodyear is supplying the Pliofilm, sections of the light-weight, transparent film are now being used in place of conventional heavy rubberized fabric in many hospital oxygen tents.

War Promotion Measuring Plan

Media men huddled with War Advertising Council chiefs recently to devise a plan for compiling reliable, standardized information on the volume of war theme advertising carried by newspapers, magazines, radio and outdoor. Council operated, the setup covers only home front campaigns. Quarterly reports will give an overall total of advertising dollars spent in support of war drives compiled from figures supplied by the various media. The total will include advertising only.

SUPPLY TRADE NEWS

Dr. Gunther Joins Central Soya

Officials of Central Soya, Inc., of Fort Wayne, have announced the appointment of Dr. J. K. Gunther as Director of Research. Dr. Gunther for the past eight years has been associated with the research department of Swift & Co., Chicago. In his new capacity at Central Soya, he will direct all research activities which are being carried on in the field of soybeans and soybean products. Central Soya for several years has been carrying on extensive research in this field, and the program is continuously expanding. Dr. Gunther's appointment is in line with the expansion.



Dr. J. K. Gunther

Dr. Ayers to Head Marco Research

Dr. S. Henry Ayers has joined the Marco Company, Inc., Wilmington, Delaware, as head of their research laboratory. Dr. Ayers is a graduate of the Mass. Inst. of Technology where he received his basic training, and for years was connected with the research laboratory of the U. S. Department of Agriculture on the subject of milk and ice cream.

Penick Appoints Field Sales Manager

The appointment of Rudolph P. Neptun as Field Sales Manager is announced by S. B. Penick & Company, producers of botanical drugs and fine chemicals. Well known to the drug industry, Mr. Neptun has been associated with the pharmaceutical and manufacturing and wholesale drug fields for more than twenty-five years.

William F. Allen Promoted By Staley

Mr. William F. Allen has been appointed director of research development for the A. E. Staley Manufacturing Company, Decatur, Ill. Mr. Allen has been with the company three years. He came to the Staley Company from the Herty Foundation Laboratories, Savannah, Ga., where he had been technical director. Mr. Allen was educated at the University of Florida and Furman College. Mr. Allen succeeds Dr. K. J. Seulke who is leaving the company to enter business for himself.

D & O Treasurer Dies

Mr. Frederick Cary Allen, who was treasurer of Dodge & Olcott Company for a great many years until he retired in February, 1942, passed away on October 22nd in his 72nd year. Mr. Allen started with Dodge & Olcott in 1887 in their old building at 86-88 William Street. For several years, Mr. Allen acted as assistant to Mr. Emil Martens who was elected treasurer of the company when it was incorporated in January, 1905. Mr. Allen was known throughout the trade as one of the ablest credit men in the industry.

for November, 1944



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CLINTON

MASSACHUSETTS



J. R. Maxwell

Mr. Joseph R. Maxwell, formerly chief chemist with Stephen F. Whitman, Inc., Philadelphia, has recently been made president of the Camax Company, (formerly the M. Cortizas Company), Philadelphia, importers of vanilla beans of all varieties. Mr. Maxwell has been engaged in the confectionery industry for 25 years and has served as a member of the NCA Research Committee.

• Sunhill Products Co., Scot Run, Pa., announce the opening of their New York Sales Office, at 120 Wall Street, under the direction of Mr. Oscar A. Spiegelhalter. The company is adding a full line of invert sugars and other syrups to their line. Mr. Spiegelhalter formerly was with the National Sugar Refining Co.

• Magnus, Mabey & Reynard, Inc., announce the appointment of Mr. Arthur M. Ospenson to its Greater New York sales staff.

• Mr. Frederick W. Smith, Chief of the Special Equipment Branch of General Industrial Equipment Division of the WPB for 19 months, became associated with the Carrier Corporation on November 1. Prior to his association with WPB, Mr. Smith was connected with Frigid-Aire for 16 years in various capacities, including application engineer and district sales manager.

• T. B. Dysart, E. L. Schneider, C. W. Speed, Harold Noble, and Miss M. E. T. Corr, executives of S. B. Penick & Company, who have served continuously for 25 years or more, were honored by the presentation of their portraits, at a dinner at the Hotel Astor, Oct. 11. This event climaxed a three-day sales meeting and also marked the 30th anniversary of the founding of the company.

• Directors of Carrier Corporation, manufacturers of air conditioning and refrigeration equipment, have approved the issuance of an initial series of 70,000 new shares of \$50 par cumulative convertible preferred stock, 4½% series at \$50 a share, according to an announcement by Mr. Cloud Wampler, president of the corporation. Stockholders recently authorized an increase in capital of 120,000 shares of preferred stock, of which this series is a part.

Honor National Starch Employees

National Starch Products Inc. (National Adhesives) now has 34 employees, including officers, in its Quarter Century Club, which is comprised of those with 25 or more years of continuous service to their credit. This information was revealed recently when National awarded Service Pins to all employees with the company 5 years or more at their New York, Philadelphia and Boston offices, as well as at their Eastern plant in Duncellen, and Midwestern Division in Chicago. Similar awards are scheduled for their Indianapolis plant and West Coast Division in San Francisco. Service Pins of the Quarter Century Club are of gold and mount a diamond, whereas 20 year pins feature a ruby and 15 year pins a pearl. Pins for 10 years of service are solid gold and 5 year pins, sterling silver.

• Mr. George L. Ringel, vice president and director of Fritzsche Brothers, Inc., died Oct. 3. Mr. Ringel served in many capacities during the 44 years with the Fritzsche organization.

• Lily-Tulip Cup Corp., has agreed to acquire all issued and outstanding capital stock of Universal Paper Products Co., an Illinois corporation, in exchange for 24,000 shares of its common stock.

• R & N Ash Co., have introduced a line of moire covered wooden boxes for candy in rose, blue and red with hand painted floral designs. These boxes are attractive for re-use purposes. A mirror is attached inside the hinged cover.

• The Ovson Egg Company is celebrating its 25th anniversary next year. Morris Ovson, President, is now celebrating his "ruby" anniversary in the frozen egg business as he started in 1904.

General Foods Promotes Brown

Graham T. Brown, General Foods bulk sales division manager in Boston, has been appointed assistant to Harry P. Haldt bulk sales manager at the New York office, it has been announced by J. K. Evans, vice president of General Foods Sales Company, Inc.

Two Admitted to Fritzsche Club

Fritzsche Brothers' fast growing Quarter of A Century Club held another of its popular celebrations at Charles' Restaurant on Tuesday, September 26th, with a luncheon in honor of the two newest members to attain the goal of twenty-five years of continuous service with the company. Emil Muller, Assistant to the Director of Production, and John H. Haunss, Head of the Order Department, were the honored guests. An interesting sidelight on the Club's membership is the fact that out of the twenty-three who have reached the qualifying years of service to date, eighteen are still active in the company and have been for a total of 607 years!

Reports on 100% Soya Flour

After years of experimentation, a 100% soya flour has been developed, which can be used in quantity without danger of "off" flavors. The flour is sweet, has a fat content of about 20%, is rich in vitamins, minerals and has a protein content of about 43%. According to the producers, Stein-Hall Mfg. Co., this product can be used as high as 15% in candy. Using it, the fat content may be cut 50%, or you can cut milk 50%. Mr. E. F. Glabe, chief chemist, reports that favorable tests have been made with it.

• Standard Synthetics, Inc., New York announce the appointment of Mr. James Lane, formerly with the Burroughs Wellcome Co., as an executive.

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- ☐ SPRAY NON-FAT DRY-MILK SOLIDS
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- ☐ ROLLER NON-FAT DRY-MILK SOLIDS
- ☐ ROLLER WHOLE DRY-MILK SOLIDS

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State..... Zone.....

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AROMANILLA is made from Mexican Vanilla Bean Base—recognized by authorities to be the world's outstanding vanilla bean.

AROMANILLA is a flavor for the purpose of flavoring only. A flavor that will impart to the finished product an unmistakable but distinctive flavoring—a flavoring that will enrich and ripen and hold in balance your finished product.

SINCE 1901
Aromanilla

TRADE-MARK REG. U.S. PAT. OFF.

6 VARICK STREET

NEW YORK 13, N. Y.

MILK

We invite your inquiry for carload lots of Sweetened Condensed Milk—Whole and Skimmed. Powdered Milk—Roller and Spray—Whole and Nonfat Dry Milk Solids. Low freight rates to any candy plants east of the Rocky Mountains.



Preferred
MILK PRODUCTS, Inc.

500 Fifth Avenue
New York 18, N. Y.
Pennsylvania 6-0829



EQUIPMENT ENGINEERING CO.

"The Candy Cooling People"

909 W. 49th Place Chicago 9, Illinois

Phone Boulevard 7270

Economical Cooling Systems

Conveyors — Tunnels — Packing Tables

Belt turns — Air conditioners

Trucks — Racks — Boxes — Pans and

**Special Equipment for the
Confectioner and Baker**

**We design to suit your requirements.
Contact us for Design only.**

Design and Fabrication. you to install or a complete
installation ready for operation.

Synthetic Sucrose Sugar

After 50 years of general experimentation, synthetic sucrose (sugar) has been accomplished. While it is unlikely that candy manufacturers will be relieved by this discovery, (due to cost), for many years to come, a scientific milestone has been attained. The three University of California scientists have secured for themselves a niche in the Hall of Fame.

BEACON COMPANY has announced the release of a new non-hygroscopic, self-emulsifying, edible oil in commercial quantities. The new oil, light amber in color is completely dispersible in water (forming milky emulsions whose viscosity can be controlled); is miscible with alcohol, polyhydric alcohols, glycerine, glycol, hydro-car-

bons, solvents, oils, etc. It possesses high boiling qualities, has a pH of 5% aqueous dispersion 8.0, is non-toxic and practically odorless.

A. E. STALEY MFG. CO. has held a mechanical trades training course for the past two years. Fifteen Staley employees attended the course. Work in blue print reading, shop, arithmetic, elementary mechanics, etc., were taught first after which skilled mechanics from the Staley plant acted as instructors. Each man who finishes the course, if he has three years seniority in a mechanical department, is promoted to advance helper. The course of study was outlined by A. W. Neureuther, chief engineer of the Staley plant.

STATEMENT OF OWNERSHIP, MANAGEMENT CIRCULATION, ETC.

Required by the Act of Congress of March 3, 1933, of The Manufacturing Confectioner, published monthly at Pontiac, Illinois, for October 1, 1944.

State of Illinois, County of Cook, ss.

Before me, a notary public in and for the State and County aforesaid, personally appeared Mrs. Earl R. Allured, who, having been duly sworn according to law, deposes and says that she is the Publisher of the Manufacturing Confectioner, and that the following is, to the best of her knowledge and belief, a true statement of the ownership, management (and if a daily paper, the circulation), etc., of the aforesaid publication for the date shown in the above caption, required by the Act of August 24, 1912, as amended by the Act of March 3, 1933, embodied in section 537, Postal Laws and Regulations, printed on the reverse of this form, to wit:

1. That the names and addresses of the publisher, editor, managing editor, and business managers are:

Publisher—Mrs. Earl R. Allured, 400 W. Madison St., Chicago, Illinois.

Editor—Edgar P. Mercer, 400 W. Madison St., Chicago, Illinois.
Business Manager—Mrs. Earl R. Allured, 400 W. Madison St., Chicago, Illinois.

2. That the owner is: (If owned by a corporation, its name and address must be stated and also immediately thereunder the names and addresses of stockholders owning or holding one per cent or more of total amount of stock. If not owned by a corporation, the names and addresses of the individual owners must be given. If owned by a firm, company, or other unincorporated concern, its name and address, as well as those of each individual member, must be given.) The Manufacturing Confectioner Publ. Co., Mrs. Earl R. Allured, 400 W. Madison St., Chicago.

3. That the known bondholders, mortgages, and other security holders owning or holding 1 per cent or more of total amount of bonds, mortgages, or other securities are: (If there are none, so state.) None.

4. That the two paragraphs next above, giving the names of the owners, stockholders, and security holders, if any, contain not only the list of stockholders and security holders as they appear upon the books of the company but also, in cases where the stockholder or security holder appears upon the books of the company as trustee or in any other fiduciary relation, the name of the person or corporation for whom such trustee is acting, is given; also that the said two paragraphs contain statements embracing affiant's full knowledge and belief as to the circumstances and conditions under which stockholders and security holders who do not appear upon the books of the company as trustees, hold stock and securities in a capacity other than that of a bona fide owner; and this affiant has no reason to believe that any other persons, association, or corporation has any interest direct or indirect in the said stock, bonds, or other securities than as so stated by him.

Sworn to and subscribed before me this 6th day of October, 1944.
(Seal) BERTHA E. WALKER, Notary Public.

(My commission expires March 3, 1946)

THE MANUFACTURING CONFECTIONER

• White-skinned peanuts have come into the U. S. Department of Agriculture laboratories for testing, and the chemists say that the white-skinned nuts have an advantage in supplying a light colored protein after the nut has yielded its oil. The conventional tan or flesh-colored skins of most peanuts add color to the protein meal that remains after the oil is extracted. To avoid this coloring, it is necessary to put the nuts through a blanching operation that removes the skins. With the white-skinned varieties—there are at least two strains already in cultivation—the nuts can be pressed without this preliminary process.

Eppelsheimer Changes Name

Eppelsheimer & Co., makers of chocolate molds, have changed their name to Warren Bros. Corp., as announced in their advertisement appearing elsewhere in this issue.

Velvet CHERRY • ORANGE PINEAPPLE

FOR
CANDIES

**Not Rationed
No Points Required**



Consists of crushed Maraschino Cherries, crushed Oranges and crushed Pineapple. Concentrated down with sugar, this crushed fruit combination makes delicious cream centers.

Packed in barrels, kegs, and No. 10 glass jars. Ask for sample and prices.

THE C. M. PITT & SONS CO.
KEY HIGHWAY BALTIMORE-30, MD.

WHEN HE FIRST CONSIDERATION

Her taste demands Ambrosia

Candy, like a dream come true! The delicate flavors of your distinguished centers when robed in fine chocolate coatings can bring exclamations of delight from women "who know". Makers of fine candies use Ambrosia Chocolate Coatings to help capture the preference of these key buyers who set the pace.

Ambrosia CHOCOLATE COATINGS
MILWAUKEE, WIS.

JOHN T. BOND & ASSOCIATES

•
CONFECTIONERY BROKERS
OF THE PACIFIC COAST
•

637 South Wilton Place Los Angeles 5, California

Resident Men Located in Washington, Oregon and Northern California

**100% PURE
COFFEE
FLAVORING**

U. S. TAKES ALL
The U. S. Government has stopped the sale of ALL brands of ALL manufacturers of instant coffee until Government wartime needs are adequately supplied. As soon as this situation changes you will again be able to get Barrington Hall.

BAKER IMPORTING CO.
New York Minneapolis
30 Church St. 212 N. Second St.

INSTANTLY PREPARED

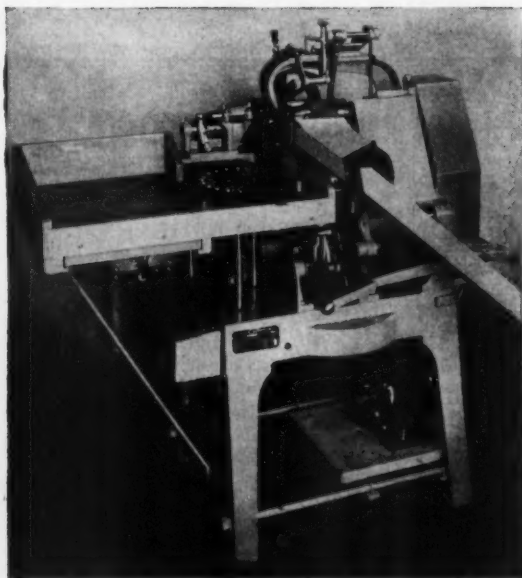
BARRINGTON HALL
QUALITY Coffee 100% pure
KEEP BUYING WAR BONDS

HARD CANDY



SELLS FASTER

when individually wrapped



MODEL 22-B. With this machine, one operator can wrap 120 to 150 pieces per minute.

In planning for increased post-war sales, don't overlook **HARD CANDY**, individually wrapped.

Individually wrapped pieces can be displayed in attractive, colorful masses on dealers' counters or in showcases—displays that sparkle, catch the eye and make sales.

The wrapping also prevents deterioration in hot weather. Wrapped pieces are more sanitary, can be carried easily in the pocket, don't mess up the fingers and are more decorative for parties, gifts, etc.

Our 22-B is the machine you'll need. It wraps pieces in a large variety of shapes and sizes. Uses moisture-proof cellophane, waxed paper, glassine or reinforced foil. A printed under-strip may be used with a transparent wrapper if desired.

Write our nearest office now for complete information on the 22-B.

PACKAGE MACHINERY COMPANY Springfield 7, Massachusetts

30 Church St., New York 7 • 111 W. Washington St., Chicago 2
101 W. Prospect Ave., Cleveland 15 • 443 S. San Pedro St., Los Angeles 13
32 Front St., W., Toronto 1

PACKAGE MACHINERY COMPANY

Over a Quarter Billion Packages per day are wrapped on our Machines

Machinery --- An Urgent Post-War Need

The Majority of Production Men Would Consider Packaging Machinery of Vital Importance.

By GLENN E. TRUAX

*Manager, Package and Planning
Peter Cailler Kohler Swiss Chocolate Co., Inc.*

IF the production men who are present at this meeting were asked to state their most urgent post-war production requirement, I think the majority could answer with one word—*Machines*.

It is generally conceded that many of the machines in service prior to the present emergency will need to be rebuilt or replaced.

It is in the replacement of these machines and in the development of new machines that we are interested.

From the production man's viewpoint, there are many desirable improvements which should be incorporated in the new machines which will be built.

First, there is the requirement for completely automatic machinery to perform operations which are now being done by hand or by semi-automatic machinery. The ultimate aim in developing packaging machinery is to have a complete production line consisting of integrated units which will perform a complete packaging operation. Where it is possible to do so, this equipment should be designed to set up or form the package, fill or wrap it, and in some instances, pack and seal it.

Need Is General

The need for this automatic equipment is general for most industries. Specific industries require specific machines. The machinery manufacturers will have to determine from the industries concerned the machines which they require. It should be of mutual benefit to the manufacturer and his customers, if before designing a new machine, the manufacturers should contact the potential users to learn what features they desire and then design the machine to be as

versatile as possible. To consider at this time the various types of machines required by various companies would involve considerable detail and would not be of general interest.

I would, however, like to point out some of the things which should be considered in the designing of these new machines.

An integrated packaging line should be made up of separate units—each of the separate units or machines to perform a part of the complete operation. One advantage of this would be to allow the small manufacturer to purchase one or more units of the line and start a semi-

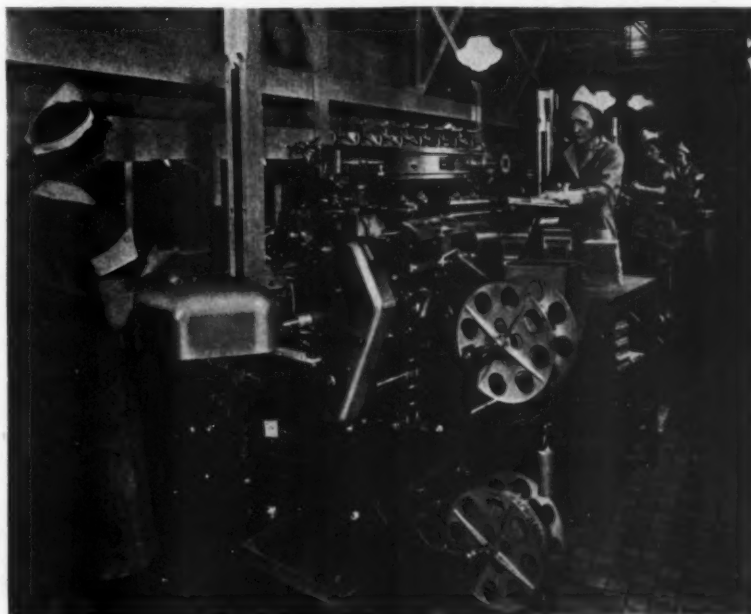
automatic operation. As his business progresses and the necessary capital is available, he could purchase the additional units and eventually have a complete line. It would solve a problem for many concerns which are not in a position to make the expenditure necessary to purchase the complete line at one time. It would also be of value to larger concerns setting up a new line for a new product, the future of which is uncertain.

Units Should Be Standard

The various units of the automatic line should be interchangeable with similar units in other lines. This would facilitate using the equipment for different products and operations. Also, if a concern had several lines, spare units could be available to move into the line in case of mechanical breakdown and hold the loss of production to a minimum, which in turn points to the importance of maintaining all equipment as mobile as possible.

From a production man's viewpoint, there are many other factors which are not generally given the consideration they deserve. They

One of the outstanding needs for post-war production is machines. Packaging machinery is high on the list as Mr. Truax points out in the accompanying talk.



are important, however, to the man who is responsible for the day to day use of these machines.

One of these is industrial design or streamlining. We are all fairly familiar with what streamlining has done to the airplane, the automobile, the refrigerator, the electric iron—even machines in the modern machine shop. What purposes does streamlining serve? It gives the product eye-appeal, or it increases efficiency in operation—as in the airplane, or it facilitates cleaning or assembly or disassembly. It even leads to decreases in manufacturing costs in many cases—which is a surprising consideration to many of us who observe the almost extravagant appearance of a streamlined item.

In packaging equipment and machinery, streamlining can serve a dual purpose—appearance and cleanliness. Both are of particular importance in a food industry. Appearance improves working conditions as well as dressing up the plant. Even more important, streamlining will make machines easier to clean. It is important that unnecessary corners, grooves, etc., which are difficult to clean and are possible sources of infestation be eliminated.

Smooth Surfaces Clean Easily

A machine which has a smooth surface can be cleaned much quicker and more thoroughly than the type of machine which has been used in the past. It is also important that machines be enclosed where possible to prevent dust from reaching the working parts. Also, machines which are dusty in their operations should be equipped with devices to collect this dust without allowing it to spread over the surrounding area.

Another factor which is very desirable, if not imperative, is flexibility. Machines must be easily adjustable for changes in package size. In some industries the package size does not change except at rare intervals. This is usually the case with a concern which packs a standard pack—such as $\frac{1}{2}$ pound or one pound—and variations in manufacturing and raw material costs can be compensated for by a change in price. In certain industries, however, the article being produced is sold at a standard price and the variations in costs must be compensated for by a change in the size of the article produced. In these industries readily adjustable packaging machinery is extremely important. To a production man, this means simplicity—it means that the machine can be changed over by the operator or by

a mechanic in a short period of time.

In many cases a change in package size means a new set of change parts which must be procured from the manufacturer of the machine, usually at considerable cost and delay. Machines should be designed to allow for the greatest possible flexibility as to package size without time-consuming procurement of change parts. Further, the machines should be easily adjustable to compensate for variations in packaging materials.

With the current growth in the trend toward monetary incentives or piece rates, it is important that manufacturers of equipment give some con-

For further information on Packaging Machinery developments after the war we'd like to refer you to:

"What Users Want and Need in Post War Packaging Machinery"

**By Douglas S. Kirk
Quaker Oats Company
April 1944 issue of *The Manufacturing Confectioner***

sideration to this phase. By this, I mean that closer attention must be given to optimum speeds, to motion analysis in operation, and to freedom of movement of the feeders and packers.

Safety Important Factor

Machinery manufacturers should also give more consideration to safety. Machines should be manufactured, where possible, without sharp corners. They should be designed so that an employee cannot reach into moving parts. We all know that the first impulse of an operator of a machine when having trouble is to reach into the machine. This is an impulse, and regardless of the amount of training or warning, employees will forget. If the machine is designed and guarded correctly the employee would not be able to do this and many accidents would be prevented. Also, machines which are easy to clean will prevent many minor injuries to employees.

From a mechanical viewpoint, but nevertheless important to a production man, the following should be considered. The machines should be built to operate over a long period of time with a minimum of skilled mechanical maintenance. Machines should be provided with an automatic lubricating system. The majority of machines in operation at present require daily oiling and greasing by a

person employed for this purpose. As we all know, they are apt to be careless or interrupted in their routine and miss lubricating some important part. An automatic lubricating system would eliminate this possibility. Furthermore, the moving parts would receive the correct lubrication and not too much or too little.

Again in food processing, there would be the additional advantage that the machines would be cleaner and it would eliminate the possibility of excess oil or grease on the machine—which is a possible source of contamination to the product. From a mechanical viewpoint, it is also desirable that standard parts and materials be used whenever possible. The use of special alloys or other special materials makes an additional complication when repairs or repair parts are necessary.

Quiet Operation Essential

Packaging machines should be designed to operate quietly. In the designing of machines in many cases a choice of mechanical movements is possible. Other factors being equal, the movement which will operate the quietest should be used. This is of value in creating better working conditions for the employees.

When a machine is designed which requires an operator or attendant at a certain position constantly, consideration should be given their comfort. It is preferable if their work can be performed, conveniently, from either a standing or sitting position with some space provided for leg room. This will reduce the fatigue of the operator or attendant and help prevent loss of production.

Speed Variety Desirable

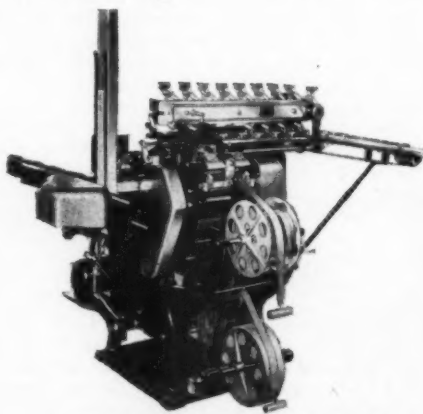
Another desirable feature, especially in semi-automatic machinery, is provision for operation of the machine at slower than optimum speed. This would allow machines to be operated at lower speed when a new installation is made or when it is necessary to use a new crew of operators. The speed could be gradually increased as the operators became more proficient. It would also be of value in making the machines more versatile in meeting the requirements of various industries.

Just one more point in closing, the production man in packaging, as in some industries, is dependent upon the manufacturer of his equipment for progress in design, in operating efficiency, in flexibility and adaptability. It not being feasible or economical for him to design and manu-

(Please turn to page 52)



Fragile and Irregular Shaped Candy Bars-Biscuits-Cookies are



Wrap-O-Matics are built in 2 basic models—side-intake (illustrated) for feeding directly from enrober belt . . . straight-intake especially designed for multiple piece products.

successfully wrapped by Wrap-O-Matic. In fact, Wrap-O-Matics are so ingeniously designed that they can wrap a package of thin air. Shape and texture are no obstacle, neither is the type of wrapper used, for Wrap-O-Matic uses glassine, cellophane, foil or any type wrapper that can be printed in rolls.

Wrap-O-Matics operate at high-speed—as fast as 120 units per minute—saves up to 80% in labor and up to 35% in wrapping material . . . two vital factors in today's material and manpower shortage. That's why today over 100 leading candy and bakery products are wrapped by Wrap-O-Matic.

You, too, can speed up production, save in wrapping labor and material and add extra sales appeal to your product by installing Wrap-O-Matics. Write today for illustrated brochure and complete details.

LYNCH Manufacturing Corporation, Defiance, Ohio
WRAP-O-MATIC DIVISION **U. S. A.**

Truckers "Keep 'Em Rolling"

But Freight Rates Climb

DURING 1943, the Association of Manufacturers of Confectionery and Chocolate of New York, called on the Eastern Traffic Bureau, Inc., a corporation representing, as individual Traffic Managers, several companies who are members of the Association.

On September 21, 1944, the Association held a meeting at the Hotel Pennsylvania, New York City, where Mr. William R. Moore, President and General Traffic Manager of the Eastern Traffic Bureau, Inc., gave a report on results of the year's activities. Mr. Moore is employed as Traffic Consultant by the Association, and has acted for the following members during the past year:

C. S. Allen, Corp.; American Chicle Co.; Chicle Development Co.; Hawley & Hoops; Henry Heide, Inc.; Kerr's Butterscotch, Inc.; Leader Novelty Candy Co.; Lightfoot Schultz Co.; Loft Candy Corp.; M. & M., Ltd.; Metro Chocolate Co.; E. & A. Opler, Inc.; Pecheur Lozenge Co.; Rockwood & Co.; Sweets Co. of America, Inc.; Terry Candy Co.; Volpit Chewing Candy Co.; and Association of Manufacturers of Confectionery and Chocolate of New York.

Is Acting Traffic Manager

Mr. Moore, in his capacity as Traffic Manager for the companies listed above and as a consultant for the association, points out a few of the problems faced in getting confectionery products hauled by truck in the Eastern area. At a meeting on June 26th, the Middle Atlantic States Motor Carrier Conference proposed certain increased rates. Mr. Moore has checked upon these proposals and the way in which they would affect the companies he is representing.

In his report which follows, Mr. Moore spoke as a member of the confectionery industry since he, through his services, is acting as traffic manager for each of the companies listed above.

"All motor carriers solicit the movement of candy, confectionery and kindred products. Several of the carriers moving our merchandise solicited the traffic on the grounds that they had been delivering to candy

jobbers in different cities—Baltimore, Philadelphia and New York, and wanted additional tonnage from our employers, and wherever it is convenient we endeavor to use the same trucking companies moving in to different localities rather than have our shipping platforms congested and causing excessive delays to trucks at the different plants awaiting freight.

"When we received Supplement No. 47 to Exceptions Tariff M.F., I.C.C., A-106, Middle Atlantic States Motor Carrier Conference, effective June 26th, we checked the minimum charges to ascertain the increases and

the effect they would have upon our industry, and because the advances made were drastic, we decided to obtain the views of our own employers, and also the members of the Association of Manufacturers of Confectionery and Chocolate. All protested and stated that it was obvious to them that the motor carriers were either anxious to eliminate minimum shipments or attempting to confine their services entirely to shipments—500 pounds and over, if that was the case, they wanted to go on record that if these motor truck lines intended to serve only where heavy shipments of 500 pounds or more were involved,

TRUCKERS AND SHORT-LINE RAILS URGE REINSTATEMENT OF FREIGHT RATE RISE

WASHINGTON, October, 27—The nation's motor carriers and short-line railroads yesterday put the weight of their support behind the major rail lines' bid for higher freight rates.

They joined at hearings before the Interstate Commerce Commission in urging reinstatement on January 1 of the 4.7% freight rate increase which has been under suspension since May, 1943, and the truckers went further to ask a substantially larger increase on less-than-carload rail rates, the tariffs generally applying on merchandise for which the motor carriers offer their keenest competition.

Earlier in the day, the railroads wound up their presentation of evidence in support of a rate increase. Those testifying for the railroads were T. B. Duggan, freight traffic manager of the Missouri Pacific; E. W. Soeggel, freight traffic manager of the Milwaukee; and R. J. Doss, traffic vice president of the Atlantic Coast Line. After motor carrier and short line rail witnesses had finished testifying, the O.P.A. began its opposition case. First O.P.A. witness was James S. Early, economist, who introduced a series of exhibits to establish the economic background for the O.P.A.'s position.

Speaking for the motor carrier industry, John C. McWilliams, director of research of the American Trucking Associations, told the I.C.C. that while the

railroads should have an increase in all rates they are particularly in need of a "very large increase" in less-than-carload rates. The truckers, on two previous occasions, have filed petitions with the Commission contending that rails were conducting less-than-carload operations at a loss in order to prevent diversion of traffic to the highways.

Motor carrier rates east of the Rocky Mountains now are about 10% higher than rail rates. This disparity was brought about by the truckers' being allowed to retain a 6% rate increase when the railroads' 4.7% boost was suspended in May, 1943, and by reason of a further 4% increase in truck rates late in 1943 and early 1944.

Despite their higher rate level, the motor carriers now are barely able to hold their heads above water, Mr. McWilliams asserted. Last year, their industry as a whole had an operating ratio (ratio of expenses to gross revenues) of 96%. In the fourth quarter of 1943, this ratio had increased to 101.1% but has since declined somewhat.

Mr. McWilliams said there is now a tendency for some motor carriers to reduce their rates in order to narrow the spread between their charges and rail rates, thus further jeopardizing their financial positions. An increase in rail rates would arrest this trend he declared.—The Wall Street Journal.

**3,400,921 SATURDAY EVENING POST
READERS WILL SEE THIS MESSAGE**

CANDY IS A FIGHTING FOOD!



Highly important among the foods for our armed forces is *candy*. Military food technicians have found that candy has highly important food values. It supplies energy in concentrated, easily carried form—and it is relished by the fighting men. Delicious candy is a vital part of every American soldier's field ration.



CELLOPHANE PROTECTS CANDY

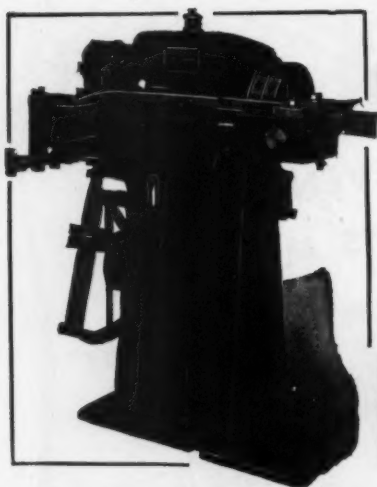
The candy used as a vital food element for our armed forces has been shipped to the far corners of the world. It must be properly protected against every climate hazard . . . the steamy moisture of the jungle, the dryness of the desert. It must be guarded everywhere against dirt and contamination. Du Pont Cellophane is doing this protective job on candy and many other military rations. Even in wartime, Cellophane protects essential foods you buy. You will find it protecting many more products after victory.

**DU PONT
Cellophane**



BETTER THINGS FOR BETTER LIVING
...THROUGH CHEMISTRY

THE SATURDAY EVENING POST



**ALWAYS
DEPENDABLE**



IDEAL

WRAPPING MACHINES

A combination of KNOWING that their wrapping machines will give EFFICIENT, UNINTERRUPTED SERVICE AT ALL TIMES is just one reason why candy manufacturers the world over prefer IDEAL Equipment. These machines, suitable for both large and small manufacturers, are fast, always de-

pendable and economical. The SENIOR MODEL wraps 160 pieces per minute; new HIGH SPEED SPECIAL MODEL wraps 325 to 425 pieces per minute.

Both machines are built for the most exacting requirements and carry our unqualified guarantee.

Write For Complete Specifications and Prices

IDEAL WRAPPING MACHINE CO.

EST. 1906

MIDDLETOWN, N. Y. - - - U. S. A.

they would prefer to divert all their freight business to their own trucks or to the rail lines. In fact, some have already taken that action.

Domestic Shipments Increase

"Since the war, our industry has been placed under restrictions by the U. S. Government through its agency—the OPA. Two of our most important raw materials—sugar and cocoa beans are under a ration basis. At present, sugar is being allocated to our industry on a basis of 80% of our 1941 consumption, while cocoa beans is 70%. These restrictions on two of the most basic materials entering the manufacture of candy and chocolate naturally reduces our production. Because of this, we have no alternative but to restrict our customers' purchases from our manufacturers. Other materials used by our industry are oils and fats; fruit and nuts; chemicals; paper; fuels and machinery. These too are restricted.

"The outstanding consumers of our products today are the men and women engaged in the war effort. The Government purchases about \$50,000,000 worth of candy, chocolate and chewing gum a year. Our manufacturers give these orders precedence over all others. This factor, together with the shortage of essen-

tial materials results in our having increased minimum shipments for the domestic trade. The OPA restricted the Confectionery, Chocolate and Chewing Gum industries selling prices to those effective during March, 1942, and any advances in freight costs naturally reflect themselves in the manufacturers' cost."

Charts Are Explained

Mr. Moore showed several charts which outlined the comparative motor truck and railroad shipping costs to destinations in the Middle Atlantic Territory—Delaware, District of Columbia, Maryland, New Jersey, Pennsylvania, and Virginia. These figures are based on shipments out of New York City.

The average railroad minimum charge (freight based on 100 pounds) is 55 cents. The average present motor truck minimum charge based on 100 pounds is \$1.06. It has been proposed that the motor truck average minimum charge be raised to \$1.36 which is an increase of 147% over the minimum charge now made by railroads.

The costs were compared between railway express based on 25 pound weights, 50 pounds weights and 75 pound shipments. They compared as follows:



For the protection of candy—
DECOPAD-Embossed mats and

Dipping Papers	Chocolate Dividers
Shredded Papers	Boats & Trays (plain and printed)
Waxed Papers	Layer Boards
Globular Parchments	Die Cut Liners
Embossed Papers	Partitions

George H. Sweetnam, Inc.

**282-286 Portland Street
Cambridge 41, Mass.**

Average ry. express charge50c
Average present motor truck min. chgr.\$1.06 (based on 100#).
Average proposed motor truck min. charge\$1.36
Average increase of present motor truck min. charge over railway express is 110%. The average increase of the proposed motor truck minimum charge over railway express is 170%.

Based on 50 pound shipments

Average ry. express charge82c
Average present motor truck min. chge.\$1.06 (based on 100#).
Average proposed motor truck min. charge\$1.36
Average increase of present motor truck chge. over ry. express cost(based on 50#).....30%.
Average increase of proposed motor truck min. chge. over ry. express charge\$1.36

Based on 75 pound shipments

Average ry. express charge\$1.13
Average present motor truck min. charge1.06
Average proposed motor truck min. chge.1.36
Average decrease of present motor truck min. chge. under ry. express7%.
Average increase of proposed motor truck min. chge. over ry. express20%.



275,000 Acres of Even Finer Gaylord Boxes!



Gaylord-owned pulpwood timberlands now total over 275,000 acres, and our own reforestation projects assure an adequate supply of raw materials for the continuous operation of Gaylord Mills.

These giant stands of timber will eventually become Gaylord containers—made even finer in the future because of unusual wartime packaging developments and improvements.

From forest to finished product, Gaylord controls quality all the way through—from timber to mill to the container that exactly meets your individual requirements. It will pay you to consult our nearest office now on your postwar packaging requirements.

GAYLORD CONTAINER CORPORATION

General Offices: SAINT LOUIS

CORRUGATED AND SOLID FIBRE BOXES ... FOLDING CARTONS ... KRAFT
GROCERY BAGS and SACKS ... KRAFT PAPER AND SPECIALTIES

New York • Chicago • San Francisco • Atlanta • New Orleans • Jersey
City • Seattle • Indianapolis • Houston • Los Angeles • Oakland
Minneapolis • Dallas • Jacksonville • Columbus • Fort Worth • Tampa
Detroit • Cincinnati • Des Moines • Oklahoma City • Greenville
Portland • St. Louis • San Antonio • Memphis • Kansas City • Milwaukee
Chattanooga • Bogalusa • Weslaco • New Haven • Appleton

• • • BUY MORE WAR BONDS • • •

Four Years of War Have Affected Packaging

WE are entering the fourth year of the war next month. It may be advisable to stop and look back and see what has happened to packaging during this period with the thought of getting a better perspective for the peace years ahead.

The sales departments of candy companies have had no sales worries. Candy sales have surpassed production setting new marks for the industry. Restrictions have prohibited the production of new items. But the salesmen have wondered what will happen when peace comes and what part developments in packaging will play in helping them merchandise candy.

Fancy wrappings and fancy packages have in most cases been superseded by plain, simple packages. What will happen when every kind of new material will become available for packaging?

Fancy Wraps Off to War

Packaging has always been tied up with labor. Fancy wraps have necessitated the utilization of much labor. With labor gone to war, the elaborate dressing up of boxes had to cease. It has been necessary to eliminate any and every unnecessary attribute of an attractive package save protection. Many products have become standardized.

Glass and tin containers have been affected as well as paper and paper supplies. Plastics have also been taboo.

Perhaps many of the restrictions have proved beneficial. Certainly all of us can remember when in unwrapping a box of candy to enjoy a taste, it required a great amount of patience and effort to unravel a maze of papers as well as a container in which to dispose of the wraps. An intolerable variety of sizes which multiplied difficulties without bringing advantages before the war has been simplified. It is likely that the more standardized forms and shapes will be retained. Misleading packs, suggesting a greater capacity than actually the case, will not become prevalent again.

The glass designers can do wonders in creating new types of candy containers. They will have to do so in order to compete with the plastic manufacturer who likewise expects to be "in there" fighting. Plastics will be cheaper, better in color and less liable to fracture. Novelties will always have a place in candy merchandising

and this is a field where both the glass and plastic men can shine.

Cellophane Will Return

Cellophane will return as both a protective wrap or as a decoration. An elaborate cellophane wrap may be eliminated due to customer objection, it being hard to remove. But cellophane bags and packets of candy quite likely will show an increase.

Cartons are scheduled to come back. They are protective and offer good display value. Furthermore, they can be stacked and handled easily.

Of late years there has been a tendency to "streamline" almost everything. Some of this was good; more was bad. Decoration was basic and superfluous ornamentation was stripped away.

Quite likely there will be a swing back. Decoration will again enhance our candy packages. Packaging must exhibit delight. Mere mechanical function is not enough. Candy is a glamorous food as well as a sentimental one. Packaging must bring out these facts.

Better packages, not only functionally better but better fitted to candy, must emerge from these past years of unrest. Candy is a food, a very special food, and as such it calls upon the designers to give thought towards a better package.

Trends In Distribution Indicated

Trends in distribution as indicated by a preliminary dealer spot-survey recently conducted by NCA were discussed when eastern members of the NCA Board of Directors and Distribution Committee met in New York on October 11. The findings of the survey revealed that the distribution segment of the industry is most interested in sales management, training of salesmen and efficient merchandising programs.

The New York conference resulted in the approval of a line of action to be taken in connection with the development of a distribution program. The procedure, full particulars of which are not yet ready for disclosure, will be submitted for approval to NCA Directors and committees when they meet in Chicago on November 17 and 18. The prevailing sentiment of those at the New York meeting was that a field study on distribution procedures should be made as a prerequisite for the formulation of any long range program.

• The World Publishing Company announces available wartime books "Your Budget in Wartime" and "Home Canning in Wartime" at prices suitable for the premium trade.



Ribbons

Satins Tinsels
Taffeta Novelties
Ribbonzene

- We specialize in matching your colors
- Our large stock of all widths and colors affords immediate deliveries
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National Ribbon Corporation

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Trade Mark Reg.

Ribbons by Taffel...

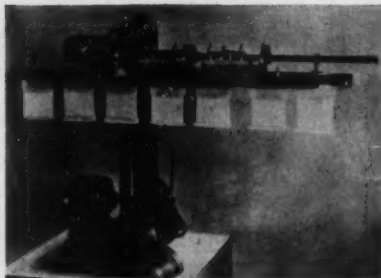
A company has truly made
its lasting mark
in the trade
when its trade mark has become
the indisputable evidence
of product quality.

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High Speed Bag Packaging



Amsco High Speed Automatic Rotary Bag Sealing Machine now makes possible the placing from one to four filling machines on a belt conveyor line and having all production sealed automatically with the one machine. Floor space cut to the minimum. Operation assuring lowest cost per package.

New machine now available. Floor Model with Push Button raising and lowering feature for quick adjustment.

450 linear inches of perfect sealing assures maximum efficiency and production.

Our engineers will tell you more, and help you plan for this speedy equipment.

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Confectionery Factory Maintenance

By JOHN H. BIER,
Works Manager, National Candy Company

"Maintenance in manufacturing plants is the function of keeping structures, equipment and services in condition for efficient plant management."

PRICE PER COPY—50c

Book Sales Dept.

**THE
MANUFACTURING CONFECTIONER**
"Read Wherever Candy is Made"

400 W. Madison St.

Chicago 6, Ill.

Ceiling Set on Re-Use Containers

In order to stimulate a greater return of shipping containers, for re-use and thereby relieve the existing serious shortage, the OPA has announced general increases in ceiling prices of second-hand paperboard shipping containers.

Dollar-and-cent ceilings per thousand square feet of paperboard in the containers and per 100 containers have been established for the first time. These alternate methods of pricing may be used at the option of the seller instead of the other dollar-and-cent ceilings, which are on the basis of per hundredweight.

All Ceilings F.O.B.

OPA has made all ceilings f.o.b. seller's premises and has set specific ceilings for all corrugated and solid fibre inner packing materials sold for re-use either as part of the container or separately. Ceilings established before were on a per hundredweight basis and represented delivered prices.

This action results in an overall increase of 43 percent in prices for used containers as sold by dealers. This percentage increase is from the old ceilings per hundredweight, adjusted from a delivered to an f.o.b. basis.

The ceiling previously provided for containers sorted by size and brand name has been discontinued.

The new maximum prices f.o.b. seller's premises per hundredweight and per thousand square feet of paperboard in the containers being sold follows:

In this table listing ceilings per 100 boxes, two methods are provided for determining the applicable ceiling. The length, width and depth of the containers being sold may be added together to ascertain which ceiling level applies. In the second method, the square feet of paperboard may be measured. Whichever method is most convenient may be used.

Type of Container	Per 1000 Square Feet of Paperboard		
	Per Hundredweight or Less	200 Test or Less	275 Test or More
Repairable	\$2.25	\$3.75	\$5.75
Reusable or reconditioned—sorted by original user's name—applicable to sales to original users only ¹	4.75	8.00	12.00
Reusable or reconditioned—sorted by size—applicable to sales by dealers only ¹	5.00	8.25	12.75
Reusable or reconditioned—all other sales	3.00	5.00	7.50

¹ If the price per hundredweight or per thousand square feet, translated into a price per container, is less than five cents, the maximum price for each container in the shipment shall be five cents.

	Sales to reusers	All Other Sales
	Per Hundredweight	Per Hundredweight
Second-hand corrugated or solid fibre inner packing material	\$5.00	\$3.00

A separate table of ceilings is provided for sales per 100 boxes, the ceilings varying depending on the size of the container. For sales of containers sorted by size, by dealers only, the ceilings range from \$5.00 to \$67.00 per 100 boxes. For sales of containers sorted by original user's name, to original users only, the ceiling ranges from \$5.00 to \$63.00 per 100 boxes. For all other containers, the ceilings range from \$2.50 to \$39.50 per 100 boxes.

"LOYAL SUPPORT"

HENRY HEIDE
INCORPORATED
Established 1869



*Quality Candies
Bakery Products*

SPRING, HUDSON & VAN DAN STREETS
NEW YORK, N. Y.
CABLE ADDRESS: "HEIDE" NEW YORK

August 14, 1944

Riegel Paper Corporation,
342 Madison Avenue,
New York 17, N. Y.

Gentlemen:

Pausing briefly to review our war-time activities, we are deeply conscious and grateful for the loyal support received from your organization during these difficult times.

Limitations imposed upon us through war-time economy compelled numerous changes in our packaging and wrapping materials, and we are pleased to express to you our thanks and appreciation for the ever-present spirit of cooperation manifested by your company in affecting these changes.

We take exceptional pride in being engaged in a very extensive packaging program for the War Department, and the assistance rendered by your staff to fill our constant and substantial needs to assure the timely execution of this program is fully recognized and cheerfully acknowledged.

In maintaining this spirit of mutual regard and helpfulness, we are certain to contribute a full share to the war effort and thus hasten the achievement of final victory and peace.

Yours very truly,

HENRY HEIDE
Incorporated

R. J. Kantner

R. J. Kantner
Purchasing Agent and Director

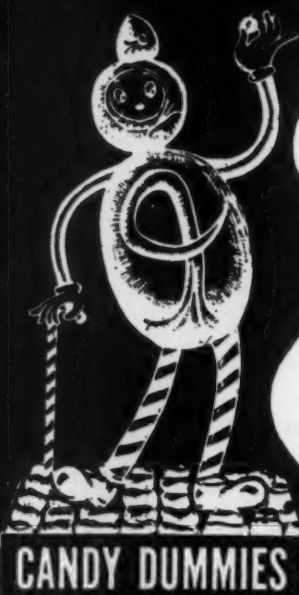
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This is one in a series of ads in which our customers do the talking — for there is no better time than a "seller's market" to gauge the true worth of any supplier. Riegel is solidly booked with essential business from old customers. But our wealth of experience in developing new papers and new applications of old papers is available to all. Let us help you now to plan tomorrow's packaging changes.

RIEGEL PAPER CORPORATION

342 MADISON AVENUE • NEW YORK 17, N. Y.

Manufacturers of over 230 different protective packaging papers — plain, printed, waxed, lacquered, laminated, embossed—in every case perfected to meet our customers' individual requirements.



WE'VE MOVED
To much larger quarters and have
perfected our own . . .

"NEWER" PLASTICS
Now available for packaging.



Write for particulars about your
post war dummy boxing . . .
NOW!



BASSONS DUMMY PRODUCTS

1424-1434 WEST FARMS ROAD
NEW YORK 59, N. Y.

Machinery—Post War Need

(Continued from page 52)

facture his own machinery, the best he can purchase is only as good as the manufacturer produces. In this respect, there are obligations on the part of both parties.

The manufacturer has an obligation to the production man to apply constant research in the improvement and advancement of the machinery. The production man has an obligation to the manufacturer to keep him constantly posted in regard to operating problems and suggested improvement which apply to uni-

versal use of the equipment. Both obligations are of key importance—both must be fulfilled.

*Talk Given by Mr. Glenn E. Truax, Manager, Packaging & Planning, Peter Cailler Kohler Swiss Chocolates Co., Inc., Fulton, New York, before the Annual Packaging Institute Conference, Hotel New Yorker, New York, N. Y., Nov. 1-2.

Gift Package Order Clarified

Retailers who assemble gift packages of foods in containers designed and constructed for re-use may include the ceiling price of the container in calculating the maximum price at which the gift package may be sold, the Office of Price Administration said today. This provision is effective October 23, 1944.

In the case of containers that are not designed and constructed for re-use, only the actual cost of the container may be used in calculating the maximum price of the gift.

The ceiling price of the permanent container and contents is obtained by adding the ceiling price for each item or article in the package, the ceiling price of the container and the direct cost of the packaging material used. The sum is multiplied by 1.10.

If the packer has no ceiling price

for any item or article, or for the container, the direct cost should be used.

Schrafft to Use Air Conditioned Cases

W. F. Schrafft & Sons Corp. are going to merchandise their packages in air conditioned cases after the war. The case is about five feet long and is manufactured by the Freshmaster Corp. The Stephen F. Whitman & Sons, Inc. have quite a number of these cases now in operation which have proven very satisfactory in actual service.

CANDY TIED WITH
RIBBONS — **Means More Sales**

We have largest stock in the Middle West

Satin—Messaline—Patriotic
& Novelty Ribbons—Rib-O-
Nit—Ready-Made Bows—
and Rosettes.

R. C. TAFT CO.

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WERTHY
TRADE MARK

RIBBONS

Gauze Ribbons
Satin and Novelty Effects
Ribbonzone
and
Patriotic Ribbons

W-E-R RIBBON CORP.

440 Fourth Avenue
New York 16, N. Y.

"Where Quality Merchandise Costs No More"



PHOTO - WESTERN ELECTRIC CO.

Life and Victory on the battlefield; increased production and improved quality on the homefront . . . all depend, in a large measure, on the *accuracy* of sensitive, scientific equipment. Protecting this accuracy enroute, is the important assignment entrusted to war-time packaging.

Among the multitude of packages manufactured by H & D, none had to be more painstakingly designed than the package to transport electronic tubes. The almost magic performance of these tubes is lost, if jarring falls or bumps disturb their high accuracy-quotient. So—for safe, undamaged arrival many of them make their journeys in H & D corrugated shipping boxes like those pictured above (licensed by Western Electric Company, Incorporated).

Today H & D is looking beyond the call of war-time duty. H & D Package Engineers are planning many packages for the peace-time pursuits of far-visioned customers . . . planning them with the great background of packaging knowledge accumulated in packaging for War. These men of the H & D Package Laboratories are ready *now* to help you prepare post-war packages that will protect and promote your products. Write for complete information.

KEEP ON BUYING MORE WAR BONDS

Tells HOW TO PREPAK with Corrugated Boxes



Greater safety in shipment; better store handling service; reduction in over-all packaging costs; factory-fresh, undamaged merchandise for customers . . . these are the aims of H & D Prepak. The complete story is available in "How to Prepak in

Corrugated Boxes." Get your copy by writing The Hinde & Dauch Paper Company, Executive Offices, 4404 Decatur Street, Sandusky, Ohio.

• • •

FACTORIES in Baltimore • Boston • Buffalo
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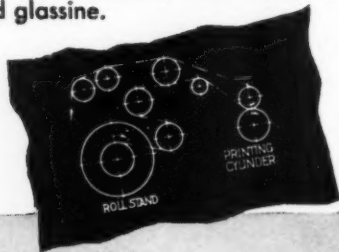
For postwar packaging... better see

AUTHORITY ON PACKAGING . . .

H&D HINDE & DAUCH
CORRUGATED SHIPPING BOXES

PLAN NOW FOR POST WAR TO PRINT AS YOU PACKAGE

*I*t's one continuous operation from a roll of plain cellophane to "Tootsie Caramels" ready for packaging. A Champlain rotogravure press has been mounted on and synchronized with a Rose Caramel wrapping machine. This press prints equally well on paper, foil and glassine.



Printing is produced at almost no expense when you "Print As You Package" with a Champlain press synchronized with your packaging machine.

The Patented Speedry wholly enclosed ink fountain, essential for quality automatic printing, is an exclusive feature of these Champlain rotogravure presses. It makes possible the use of highly volatile inks which dry immediately.

Printing is automatic and operation is simple. The roll of stock is unwound from a stand and travels through one or more printing units into the packaging machine.

Priority orders are being taken now for post-war delivery. Write for folder entitled "Print As You Package."



Champlain
COMPANY, INC.

An Affiliate of The Fred Goet Co., Inc., Est. 1893

636 Eleventh Avenue, New York 19, N. Y.

MANUFACTURERS OF ROTOGRAVURE AND

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Territory: Texas

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EL PASO, TEXAS
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Confectionery Mfr's. Agents. Established
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Specializing in candy and allied lines;
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CHICAGO 11, ILL.
Territory: Chicago, Milwaukee, Minneapolis,
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Confectionery and Food Products
Serving metropolitan Chicago Sales Area
for 25 years

GEORGE R. STEVENSON CO.

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SEATTLE WASH.
Territory: Wash., Ore., Ida., Mont.
Over 20 years in this area.

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38 Palisades Rd., NW
ATLANTA, GEORGIA
Territory: Ga., Fla., Ala., Miss., Tenn. and Ky.

HARRY YOUNGMAN BROTHER-

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DENVER, COLORADO
Territory: Colo., Wyo., Utah, Idaho, Mont.

IRVING S. ZAMORE

2608 Belmar Place
SWISSVALE, PITTSBURGH 18, PA.
25 Years Experience
Territory: Pennsylvania excluding Phila.
& W. Va.

New Buying Setup

For a score of years Associated Merchandising Corp., gigantic U. S. retail buying outfit, has held its "top dog" position in the field almost unchallenged. Last month, however, what seemed like a contender worthy of the name loomed on the horizon: Affiliated Retailers, Inc., a new buying and promotional group formed by Manhattan's R. H. Macy & Co. and the May Department Stores Co.

Head of the new organization is Howard B. Barber, major appliances division manager of Montgomery Ward and onetime branch manager in Manhattan and Detroit of the Kelvinator Corp., refrigerator manufacturers.

Macy and May teamwork in buying operations goes back to prewar days when the two stores bought jointly in European markets for the four Macy outlets and the seven stores under May management. What they did then was a forerunner of a more definite alliance which blossomed in Chicago this year.

In September, 1943, the May Co. reopened its Chicago buying offices which had been closed since the depression, and last January, Macy came into the fold. Every month or two has seen a new store added to the number purchasing through the May-Macy Buying Offices. The outfit has doubled its office space, in-

creased its personnel and in Chicago, at least ranks second only to AMC in volume of business done.

Purpose of Affiliated Retailers, so far as Macy and May will now say, is to develop and promote such durable and soft goods as can be handled to the joint advantage of the two concerns. The organization will work closely with manufacturers in developing special lines of merchandise. In this respect, it is already similar to AMC, which pioneered in working hand-in-glove with manufacturers. AMC got industry to gear its production more closely to consumer needs and helped break down manufacturers' opposition to selling directly to the retailer, instead of only through jobbers.

With its membership of 23 of the leading department stores in 17 cities over the country, AMC could always keep a finger on the pulse of demand through store buyers, get sources of production to meet it, and of course benefit greatly from the reduced prices that go with large orders.

Harlich Plans New Plant

Harlich Manufacturing Company, Chicago, plans to build a two million dollar plant capable of employing 1200 persons. It is hoped that early construction permits may be obtained so that operations can start-and returning service men employed. The company makes stationery, paper specialties, wax and moisture vapor proof papers, and plastic coated fabrics.



THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE



HELP WANTED

FACTORY SUPERINTENDENT wanted for middle sized plant in the East. Must have previous practical plant operations experience. Write in full detail types of goods manufacturing experience covers. This position offers good post-war possibilities with Company in business over thirty years. State age, salary required and former connections. Address K-11444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED factory personnel manager. One who is experienced in confectionery production is preferable. Factory located in mid-west. Address K11446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, Ill.

CANDY MAKER WANTED, experienced in making candies for high class retail store. Hand rolled creams, caramels, fudges, nougats, hard candies, jellies, an all around man. We pay \$75.00 for 6 day week, chance for advancement. Steady employment for year round. Meals furnished. Write at once to The Modern Conf., 110 W. Washington St., South Bend, Ind.

CANDY MAKER: One of the best jobs in the U. S. is open for a man with ideas, initiative, experience and exceptional ability. With old established firm in California, making line of high-grade retail candies. Prefer man 35 to 45 years of age, with both European and American experience. In reply give full particulars as to age, nationality, family, past employment, etc. All correspondence confidential. Address K-11448, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

HELP WANTED—Plant superintendent for progressive company in East. Applicant must be capable of assuming full responsibility of plant operation and handle help. A splendid opportunity for man with good knowledge of candy and chocolate. Replies kept in strict confidence. State full qualifications, give age and employment experience for past ten years. J-10446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED

WANTED CREAM MAN. A LARGE MIDWESTERN CONFECTIONERY MANUFACTURER IS IN NEED OF A GOOD CREAM MAN TO ACT AS ASSISTANT FOREMAN. MUST HAVE THOROUGH KNOWLEDGE OF CREAM CENTER MANUFACTURING. THIS IS A GOOD OPPORTUNITY WITH GOOD PAY FOR THE MAN THAT CAN SATISFACTORILY FILL THIS JOB. STATE EXPERIENCE, AGE, AND OTHER QUALIFICATIONS. ADDRESS J-10448, c/o THE MANUFACTURING CONFECTIONER, 400 W. MADISON ST., CHICAGO, ILL.

WORKING FOREMAN—Advise what your specialties are, past employment, age, marital status, salary expected and when available. All correspondence kept strictly confidential. Good future for the right man. Sisco-Hamilton Co., 514 S. Loomis St., Chicago 7, Ill.

HELP WANTED: Somewhere there is a Top-Notch DISPLAY AND MERCHANDISE MAN who would give his eye-teeth for the opportunity that exists in our growing manufacturing retail chain. We have a number of shops, are financially strong, and have made great progress as a "one-man" outfit. Today we are ready to expand still more rapidly. For the right man—one who has had good training and who appreciates and can maintain good window display, shop appearance and good sales personnel—we can offer a pleasant, permanent and profitable connection. Salary open. Correspondence strictly confidential. Address J-10443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

EXPERIENCED chocolate enrober operator by large midwest candy manufacturer. State age, experience and salary expected. Address K-114411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago, 6, Ill.

HELP WANTED

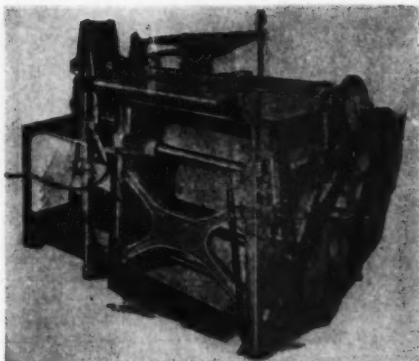
HELP WANTED—All around Candy Maker. Steady work all year and good wages. Pippin Candy Company, 428 - Keo Way, Des Moines 9, Iowa.

CANDY MAKERS experienced on Hand Roll Creams or for Starch Room work on fine centers only. Top wages. Steady work—48-Hour Week. Time and one-half overtime. Fine opportunity for advancement. Factory located in Los Angeles, Calif. Address I-9441, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

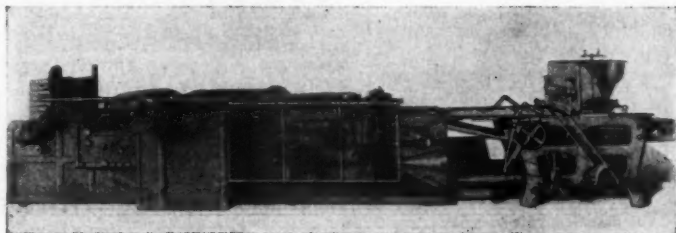
LEADING ST. LOUIS Department Store has opening for experienced Bakery and Confection Production Manager. Qualified applicant must have had successful experience as production manager; intimate knowledge of methods, costs and formula data. In reply give detailed account of experience, education, and draft status. Also enclose a recent photograph. Address H-8442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED — Superintendent. For factory located in New England. Must be familiar with the manufacture of five cent bars, hard candy, fudge and cream work. Also, knowledge of automatic machinery and experienced in the handling of help and production. State age, past experience and availability, also, salary expected, in first letter. Address I-9446, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

CANDY MAKER: For new modern kitchen. Small retail chain middle west needs man who can make the finest quality chocolates. Highest wages—permanent—chance for advancement. All replies confidential. Address K-114412, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.



Werner Fully Automatic Ball Machine



National Automatic Steel Mogul



Double Huhn Starch Dryer



Everything in Confectionery Machinery—All Types and Sizes

A FEW SPECIALS: Offered Subject to Prior Sale
Wire collect for prices and details

National Equipment Fully Automatic Wood or Steel Mogul.

Double or Single Huhn Starch Dryer and Cleaner.

32" Universal Chocolate Coaters with attachments.

Ideal Factory Model Caramel Cutting and Wrapping Machines.

Gaebel Continuous Automatic Plastic Hard Candy Outfit with Automatic Batch Roller, Heated Sizer, Plastic Cutter with chains and cooling conveyor.

National Equipment Continuous Cookers with pre-cooking kettles.

Hildreth Pulling Machines, No. 6, Double Arm, 200 lb. cap., motor driven.

Package Machinery Model K and KD Kiss machines with motors.

EQUIPMENT WANTED!

Highest Cash Prices Paid for Single Machines or Complete Plants.

You still have time to realize the very high cash prices which we are now paying for used machinery.

Now is the time to capitalize on present conditions, by disposing of any surplus or idle equipment, whether it be a machine, a department or a plant. We will pay "spot" cash and take the machines right off your hands.

WIRE COLLECT

—or write us full details and prices of any equipment which you are able to dispose of at this time.

UNION STANDARD EQUIPMENT CO.

318-322 Lafayette Street

NEW YORK, N. Y.

Cable Address—"Confecmach"

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

HELP WANTED

SUPERINTENDENT FOR FAST GROWING EASTERN CONCERN. MUST BE QUALIFIED TO TAKE COMPLETE CHARGE OF MANUFACTURING, HANDLE HELP, UNDERSTAND EQUIPMENT, AND HAVE A FULL KNOWLEDGE OF CANDY. WE ARE PRODUCING FIVE CENT BARS ON A LARGE SCALE AND A FEW OTHER GOOD ITEMS. SUCCESSFUL APPLICANT WILL BE WELL PAID WITH A BONUS FOR PROVEN ABILITY. WRITE US GIVING YOUR FULL QUALIFICATIONS AND PAST EXPERIENCE FOR THE PAST FIFTEEN YEARS. ADDRESS G-7447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

HELP WANTED — Candymaker experienced in high grade candy making for retail and wholesale, must be able to supervise kitchen. Permanent position, pleasant working conditions. Write full details, your age, experience and salary expected. Three B Chocolates, 2688 Broadway, New York 25, N. Y.

HELP WANTED — Candy Maker, for Melrose Confectionery Shop. Established for twenty-four years. Full or part. Good pay. Address 125 Broadway, Melrose Park, Ill., Phone Melrose 9050.

Firm operating two large general food processing, chocolate and sugar confectionery plants in England seeks contact now with American food manufacturers who are contemplating post-war marketing extension of their products in England. If desired, will collaborate on manufacturing American proprietary food products in England on license or royalty basis. Address:

Box No. K-11449
c/o The Manufacturing Confectioner, 400 W. Madison, Chicago

MISCELLANEOUS

MODERN Confectionery Store for sale at most reasonable terms. Includes fountain and lunch and all equipped for candy manufacturing. Est. 25 years, fine location, low rent, near large theatre. Retiring on account of age and poor health. Write or phone Arcade Sweet Home, 211 S. Jefferson St., Peoria, Ill.

WANTED—GELATINE will pay spot cash for any surplus quantities you have to offer. Address K-11441, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED TO PURCHASE—Matthew Berman, "How and Why of Candy Making", book of instructions on candy making and recipes. Write James H. Gross, 4750 1/2 Chicago Ave., Chicago, Ill.

FOR SALE — A quantity of Wax Paper for use on Ideal Caramel Wrapping Machine. Sample upon request. Write for full information. Address I-9442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

WANTED—Candy factory with 150,000 or 200,000 feet or sufficient ground to add to the building. Hard candy equipment important but not essential. Location in the East or Middle West. Address I-94411, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

MISCELLANEOUS

WE BUY & SELL

ODD LOTS • OVER RUNS • SURPLUS

"Cellophane" BAGS

SHEETS • ROLLS • SHREDDINGS

Cellophane rolls in cutter boxes 100 ft. or more

ALSO MADE OF OTHER CELLULOSE FILM

Wax - Glassine Bags, Sheets & Rolls

Tying Ribbons-All

Scotch Tape

Colors & Widths

Clear & Colors

Diamond "Cellophane" Products

Harry L. Diamond

Sales Representative

2902 So. Michigan Ave. Chicago 16, Ill.

CANADIAN CANDY MFR. would like to obtain the rights to manufacture well-known chocolate bar, cough drops, or novelty confection, on royalty basis. Progressive organization selling from coast to coast in Canada. Address K-114410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

POSITIONS WANTED

SITUATION WANTED—Man who can produce all kinds of candies for retail manufacturing confectionery desires position as production manager for high class retail store or chain. Can produce a line of chocolates, Bonbons, Caramels, Fudges, etc. second to none. Advertiser is a practical man, can make candies, handle all machines and teach help. Address K-11443, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

SALES REPRESENTATIVE

SALES REPRESENTATIVES, experienced in selling confectionery items on punch boards to the wholesale candy and tobacco jobbers. Our products are well known and fast repeating. A number of territories still available. Address K-11445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Illinois.

THE MANUFACTURING CONFECTIONER

THE MANUFACTURING CONFECTIONER'S CLEARING HOUSE

SALES REPRESENTATIVE

SALES REPRESENTATIVE—

Twenty-five years experience, large personal following, can produce volume and thorough distribution in Pennsylvania and West Virginia on confectionery and allied products. Call on confectionery and tobacco jobbers, wholesale grocers, syndicates, supermarkets and department stores. Correspondence invited from reliable manufacturers seeking representation on straight commission basis. Address J-10442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

YOUNG MAN with sixteen years sales experience wants to add more broker items to sell jobbers, or will consider one good line as position as salesman representative in central Illinois where he is acquainted among jobbers. Getting prepared for Post-War selling. Address J-10447, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE

FOR SALE — COCOA BUTTER PRESS, horizontal hydraulic type; 6-Ft. CHASER, granite base and rolls, had very little use, both machines manufactured by National Equipment Company, Springfield, Mass.; also MODEL U WRAPPING MACHINE, manufactured by Package Machinery Company, Springfield. All machines in very good condition. Address I-9445, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

FOR SALE one National Equipment 24" Enrober with removable tank, suitable for chocolate and icing. Offered for immediate sale. Wire for prices and information. Address H-84410, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY FOR SALE

FOR SALE—One Werner Semi-Automatic Ball Machine with $\frac{3}{4}$ inch ball rolls. Good as new. Archibald Candy Corporation, 1137 West Jackson Boulevard, Chicago. Chesapeake 2700.

FOR SALE one Racine Sucker Machine and one Ideal Caramel Wrapper both guaranteed to be in perfect condition. Address H-8449, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

1-NATIONAL Equipment Wood Starch Buck. Machine in excellent operating condition. Address H-8448 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED

WANTED—1 Model K Kiss Wrapping machine, rolling board, 50' gallon steam jacketed tilted kettles—100 pounds pressure. Address K-11442, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

MACHINERY WANTED: URGENTLY WANTED: Copper coating pans and Vacuum Pans; Tablet Machines; Dryers and Mixers; Jacketed Copper and Aluminum Kettles. Describe fully and quote prices. Address A-1433, c/o THE MANUFACTURING CONFECTIONER, 400 West Madison Street, Chicago, Ill.

MACHINERY WANTED

WILL PAY CASH for Simplex Vacuum Cookers, Steam or Gas. Also Dayton, Racine or Ball 5 Ft. Cream Beaters. Advise condition and quote lowest price. Address H-84411 c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

INTERESTED IN PURCHASING for cash Model K or Model KD Kiss machine, also Long Salt Water Taffy Machine, give complete description and lowest cash price. Address H-8444, c/o THE MANUFACTURING CONFECTIONER, 400 W. Madison St., Chicago 6, Ill.

WANTED—Will pay cash for Simplex Vacuum Cooker, gas. Richmond Candy Mfg. Company, 810 N. Twenty-fourth St., Richmond, Virginia.

HOLLOW MOULDS — Canadian manufacturer would like to purchase quantity of used or new moulds for hollow chocolate novelties, for hand work only. Write Allan Candy Co., Ltd., Hamilton, Ontario, Canada.

WANTED—Brightwood box machine & Whiz volumetric packer. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

WANTED—Copper revolving pans preferably but not necessarily 38" — with or without steam coils. Candy Crafters, Inc., Stewart & Union Sts., Lansdowne, Pa.

☆!!?☆—! WHERE'S MY COPY OF THE M.C.? ITS ALL RIGHT FOR THAT SUPERINTENDENT TO BORROW IT. BUT BY GOSH HE MIGHT AT LEAST RETURN IT WHEN HE'S ALL THRU! *



Save Yourself A Headache!

Send in more than one subscription and always have one on hand.

\$3.00 Per Year—\$5.00 For 2 Years

The Manufacturing Confectioner

400 W. Madison St. — Chicago, 6, Ill.

May We Suggest . . . ?

HAD a nice visit with a manufacturing retailer. His postwar plan is a dandy: he is going to keep right on making high quality candies, more as soon as possible. He bemoans the fact that quality has given away to the emergency. His customers are limited to one-half pound purchases.

The study of "Human Relations in the Restaurant Industry," is a new research project sponsored by the National Restaurant Association and undertaken by the University of Chicago.

If asked what his favorite flavor was, General MacArthur would probably say: "I'll take Manila!" Wonder if we "scooped" that one?

Seriously, we hated to read a recent copy of "Notices of Judgment under the Federal Food, Drug and Cosmetic Act." There are ten listings under candy, six citing the product for consisting "in whole or in part of filthy substances." Let's see what can be done about this! All the good-will advertising of the industry can't overcome carelessness.

We enjoyed reading this one; make your own title:

*"God made the Sapodilla tree,
His Blessing on stenography,
For daily as she taps the keys
The steno chews; it brings her ease
To masticate her gums sans nausea
The while she punctuates each clause,
As to her ruby lips there clings
The fragrant smile its flavor brings,
This essence which confers the power
To transcribe letters by the hour,
O, God was good, she will agree,
Who made the Sapodilla tree!"*

—Chicago Daily Tribune.

Heard Dr. Larry Burton on "Food Plants Below the Equator" and enjoyed the pictures. Missed any references to candy plants. But keep your eyes open for the Australians are wide-awake and are doing their best towards improving their candy industry.

We thought we were alone in our slowness at interpreting WLB, OPA and other alphabetical releases. Seems as though others have similar difficulties. Why didn't we study foreign languages in school?

Have you seen "Candy Merchandising," our new companion publication for the volume Candy buyer? It will cover candy distribution exclusively. If we may say so, we think it is quite a baby—not a war baby either, destined to grow and become a big brother to THE MANUFACTURING CONFECTIONER.

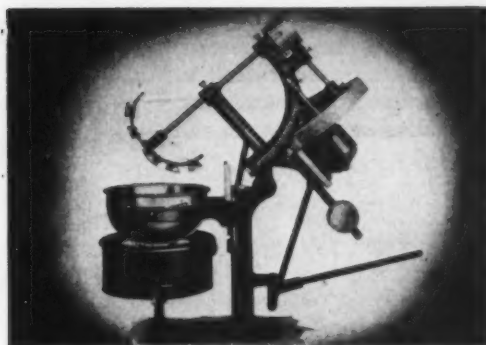
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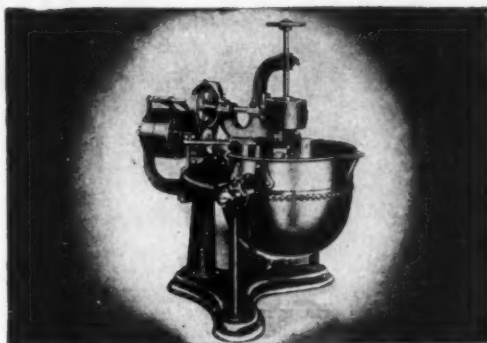
For Maintenance Help
Call on . . .

SAVAGE BROS. SERVICE DEPT.

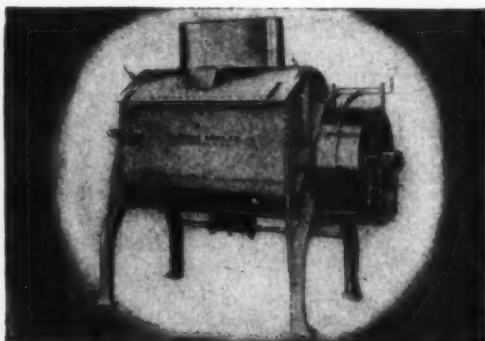
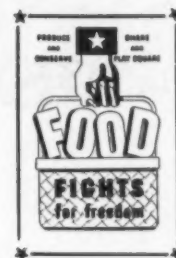
We'll Help You Keep 'em Running!



PORTABLE FIRE MIXER. Exclusive break back feature. Reduces labor cost. Motor drive only. Gas or Coke furnace. Sizes 12, 17 and 20 gallon capacity.



TILTING MIXER. Adaptable for caramel, nougat and coconut batches. Double action agitator. Belt drive or motor drive. Sizes 25, 35 and 50 gallon.



Below: OVAL TYPE MARSHMALLOW BEATERS. 100% sanitary. More beating space for volume. Faster heat discharge. Quick cooling. 150 and 200 pound sizes. Belt or motor drive.

Savage is backing up our fighting men by maintaining the equipment, which carries the SAVAGE name, in tip-top condition so that the manufacture of "fighting food," candy, is not slowed down. SAVAGE maintains a service department, described here, which is ready to help you "keep 'em running!" Our service department was established to help you keep your machines in good repair. SAVAGE machines are built to take hard wear. So, given the added help of constant repair, they will double their lifetime of active service. There's hardly a plant in the industry which does not have some piece of SAVAGE equipment, giving faithful and efficient service.

"We can't sell you any new machines now, unless you secure **PRIORITY RATINGS** in accordance with General Limitations Order L-292, and we can secure allocation for needed materials!

IMPORTANT: "You are, however, allowed to purchase used or rebuilt machines now, IF AVAILABLE, without priority ratings!"

Savage Machines Will Help Speed Your Production.

SAVAGE has given almost a century of service to manufacturing confectioners. This long record of high-quality machinery production plus efficient repair service has made the name SAVAGE synonymous with candy machine quality.

Since 1855



SAVAGE BROS. CO.

2638 GLADYS AVE., CHICAGO, ILLINOIS



CLINTON

TIME-HONORED PRODUCTS

**CORN SYRUP UNMIXED
CONFECTIONERS' STARCHES
DEXTROSE (REFINED CORN SUGAR)**



QUALITY

UNIFORMITY

DEPENDABILITY



OUR SERVICE DEPARTMENT
WILL BE GLAD TO HELP YOU
WITH YOUR TECHNICAL
PROBLEMS.

CLINTON COMPANY
CLINTON, IOWA

★ *For Victory* ★

BUY UNITED STATES WAR SAVINGS BONDS

